Board of Trade Journal

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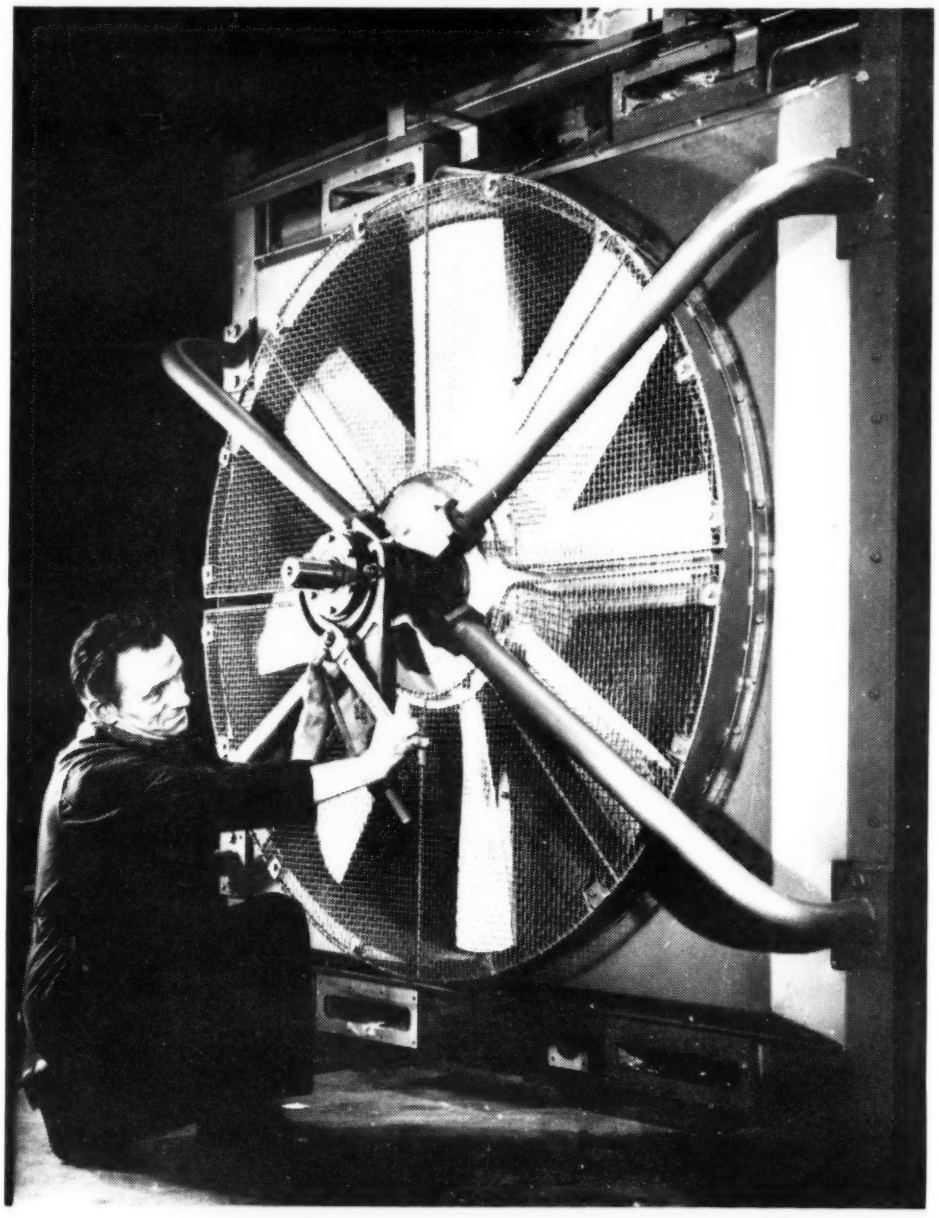

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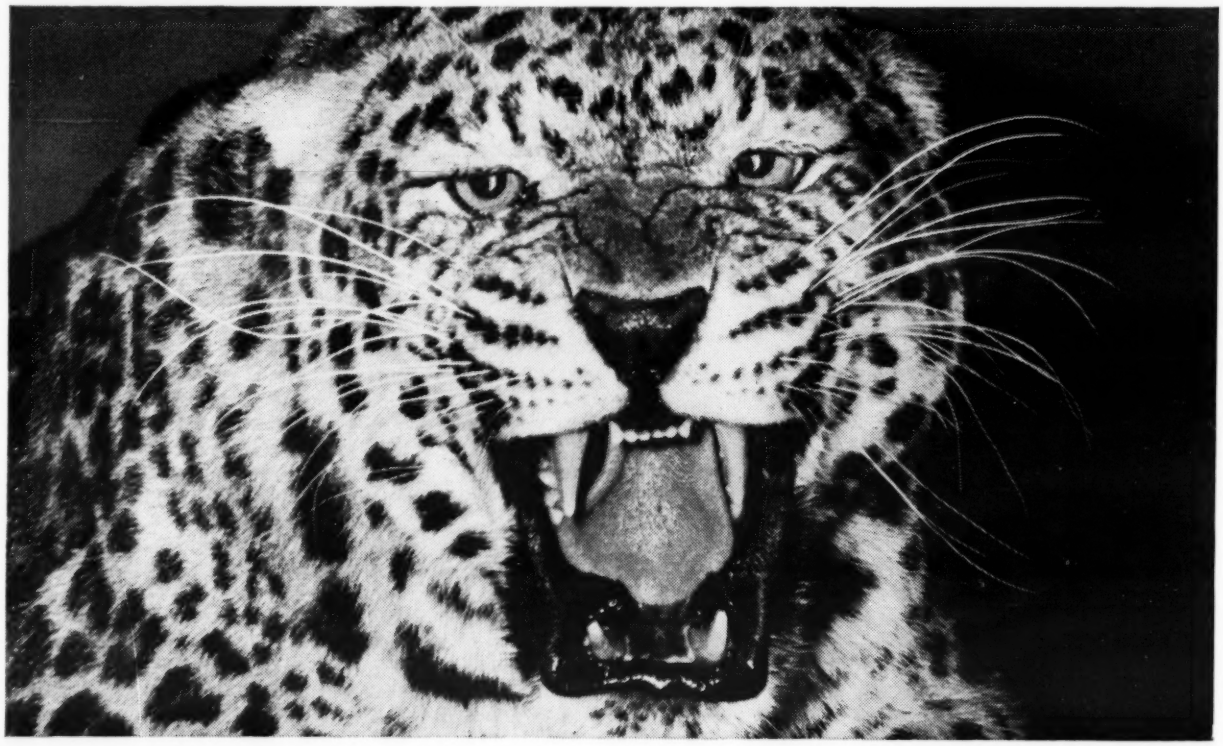

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Front cover photograph

Assembling a combined jacket water radiator and charge air cooler for an 850 bhp Dorman 12QTCA diesel engine at the Coventry Radiator and Presswork Company Ltd. (one of the Associated Engineering Group). In addition to their substantial automotive radiator production, CovRad also design and manufacture heavier cooling equipment for large diesel engines. This one will be part of an industrial diesel generator plant, typical of many exported to all parts of the world.

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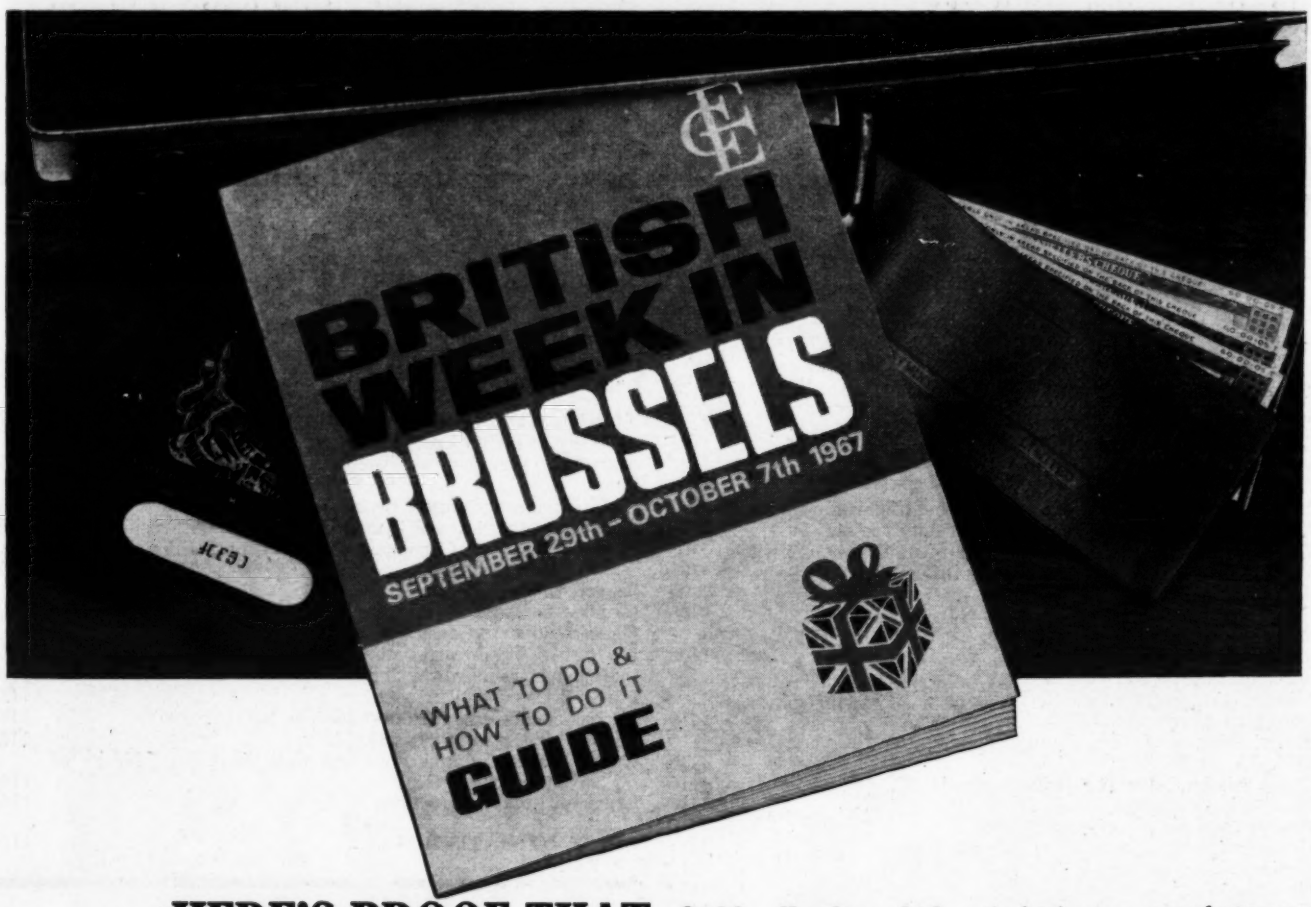

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Gor-Ray Ltd. sales in Holland increased by 95% in the three months following the British Week in Amsterdam and have since continued on this high level.

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Address .....

Name of Executive..... Position.....

Firm's Product/Product Range.....

Telephone Number..... Date..... for E use

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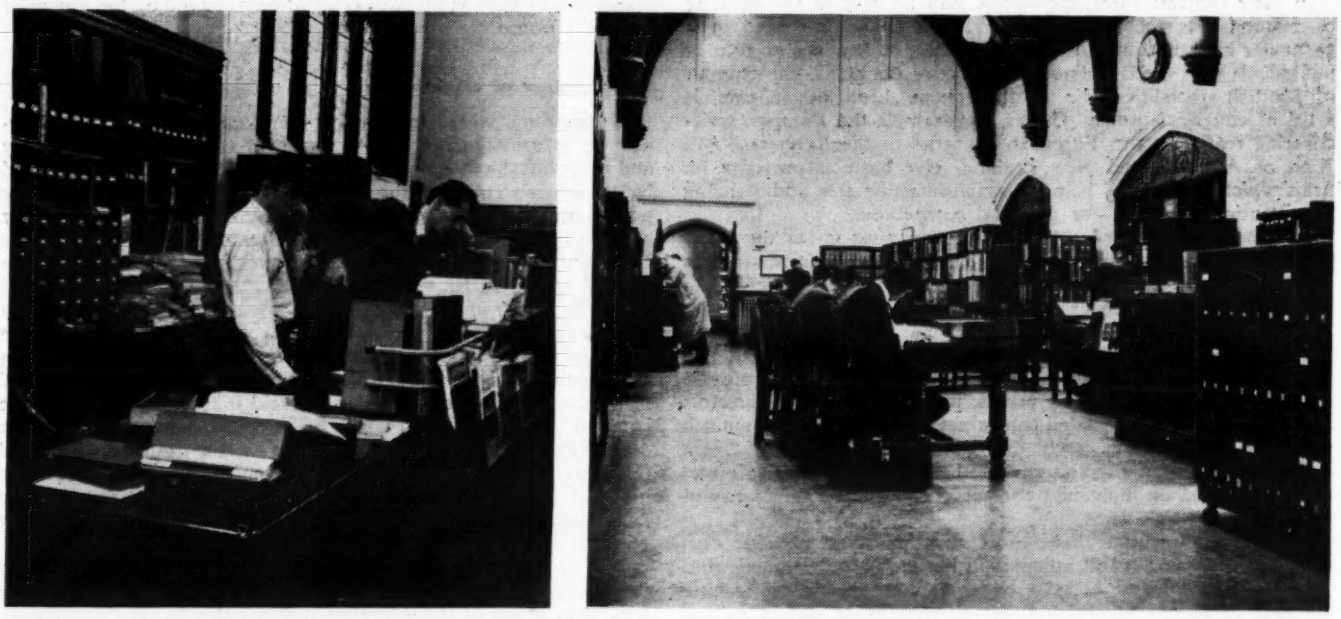
COMMERCIAL SERVICES FOR EXPORTERS – 8

What commercial libraries offer

by I. G. Anderson, Assistant Librarian, Guildhall Library, London.



The Commercial Reference Room of Guildhall Library. Picture on the left shows staff answering telephone inquiries. On the right, readers making use of the extensive reference material available.

FUNDAMENTALLY, export expansion must be based on an accurate and up-to-date supply of information on markets – information on economic trends, on marketing techniques, on tariffs, on potential customers, on trade regulations and a multiplicity of other topics. Hardly a week passes without an addition to the number of public bodies, export groups or associations offering information or guidance in various forms. Within this expanding framework, public commercial libraries, with little access to national organs of publicity, may tend to be overlooked by the average exporter: yet they offer a vast storehouse of information freely available to any inquirer. Few firms can provide for themselves more than a fraction of the sources necessary to answer their export problems, while even the largest normally provide only for their regular needs, and must seek outside help when an answer is needed outside the usual scope of their libraries.

Public commercial libraries exist to fill the gap by providing a wide range of books, periodicals and other materials from many countries; by maintaining a qualified staff to help in the use and interpretation of these materials; and by establishing contact with many sources of published and unpublished information which can be tapped when necessary.

Separate commercial libraries have been established in London at Guildhall Library and in the London Boroughs of Camden and Westminster; and in Birmingham, Bradford, Glasgow, Liverpool and Manchester. In other towns there are combined commercial and technical libraries – notably in Belfast, Bristol, Cardiff, Hull, Leeds, Newcastle-upon-Tyne, Nottingham, Sheffield and Southampton. All of these libraries provide a service six days a week, to personal callers and to inquirers by telephone and by letter; a growing number are also accessible by Telex. Of course, librarians are not able to undertake long and expensive research on behalf of inquirers, though many less complex inquiries can be answered quickly by telephone. Their main job is to identify the inquirer's needs – often a much more difficult task than it would seem – to supply the most appropriate materials and to help in their interpretation. Certain kinds of material may be available for loan to firms, and photocopies can be speedily provided, within the limits set by the laws of copyright.

What sources of information can the exporter expect to find in commercial libraries? Stock will obviously vary in size and range from place to place, and it is not within the scope of this article to give detailed lists of sources. What can be done is to suggest important categories of material, indicating where necessary their uses to the exporter. First, it can be assumed that the library will have the standard works on the techniques of exporting and its ancillary processes such as marketing, finance and insurance, packing and shipping; on commercial law and commercial geography; and on the export possibilities in particular areas or for particular products. A great deal of the material in these fields published up to September 1965 is listed in a useful bibliography by D. W.

WHAT COMMERCIAL LIBRARIES OFFER, *continued*

Bromley, published by the Library Association as *What to read on exporting* (Special subject list No. 42, 2nd edition, 1965).

Overseas directories will be an important part of the collections: general trade directories, directories of particular industries and trades, telephone directories, local directories. For the highly industrialized countries there are all these and many more, for the underdeveloped countries sometimes little else than a telephone directory; many of the latter, however, are included in directories which cover groups of countries, such as the *Guide Arabe* or the *West African Directory*. There are few directories for Communist countries, though there is a *Soviet Trade Directory* listing major factories classified by industry, and a good general Yugoslav directory; however, the library will have descriptive lists of these countries' foreign trade organizations.

In their simplest form, directories may be used in the building of mailing lists – of manufacturers likely to be interested in a particular kind of equipment, of wholesalers or retailers, or even of individuals with special interests (an unusual example is the exporter of Scottish specialities who used telephone directories to compile a list of emigré clansmen). Others, for example the *Kompass* series covering many western European countries or the *Business Who's Who* of Australia and New Zealand, give basic information on firms which may be of help in establishing the size and standing of potential customers – or potential competitors.

For more detailed information still, one must go to the many financial yearbooks, some providing much more information on individual firms than can readily be found on comparable British companies. Outstanding examples of these are the *Handbuch der deutschen Aktiengesellschaften*, the Belgian *Recueil Financier* and two series on United States companies – the Moody manuals and Standard and Poor's *Corporation Records:* basically they provide details of finances, sales and profits, products, names of directors and subsidiary and associated companies, but some may give much additional information such as data on factories and plant employed, or export markets covered by the company. If information is required on individual contacts, there will be directories of directors and who's whos.

Telephone directories have more uses than the obvious one; classified or 'yellow page' volumes in particular are essential when no other local directories exist, and may often be the only source for lists of agents, wholesalers or retailers. Telex directories and lists of telegraphic addresses may be found either in individual national editions or as international works such as *International Telex Service* and *Teleurope*. The use of telegraphic codes has greatly declined in recent years, but some libraries will still have extensive collections of these.

Statistical sources are an essential to most market investigations, and every commercial library will be provided with a wide variety of these. There will be international series published by such bodies as OECD, the European Communities, FAO, the International Monetary Fund and the United Nations, supplying trade, financial and general economic statistics on a world scale, or for particular areas or commodities. Other semi-official or non-official bodies like the British Bureau of Non-ferrous Metal Statistics, the International Tin Council and the International Rubber Study Group provide production, consumption and trade statistics in their special fields.

For individual foreign countries, the national statistical offices generally issue yearbooks covering population, employment, production, banking and finance, trade and many other fields; most also publish more detailed series on trade, and some on production, and a few of these may be available, though in this field no public library can hope to rival the collections in the Board of Trade Statistics and Market Intelligence Library, which also collects censuses of population. Finally, many useful statistics are published in trade journals, bank reviews such as the Bank of Japan's *Economic Statistics* monthly, or surveys published by private organizations such as the *Survey of Markets* issued by the *Financial Post* of Toronto.

The literature of exporting

In exporting, where success so often depends on the up-to-dateness of information on developments in commerce and industry and on political and economic trends, books must be complemented by a wide coverage of the newspaper and periodical press. The newspapers to be found in the commercial library will be either general newspapers with a good business section, such as the *Frankfurter Zeitung* or *Svenska Dagbladet*, or specifically commercial and financial, such as the *Wall Street Journal* or the *Echo de la Bourse* from Belgium. The overseas periodicals taken may be concerned with the overall business scene – *Business Week* from the United States, or the German *Volkswirt* are examples; or with a particular industry, though the number of such journals received will necessarily be limited, since the field is too vast to allow wide coverage here. The library will be provided, however, with press directories for overseas countries, showing, for example, what food trade journals are published in France; and with union lists locating holdings in other libraries of journals not taken. There will also be directories similar in scope to *British Rate and Data*, giving essential information on advertising media abroad.

The vast amount of information available in the press is relatively disorganized; indexes to individual journals, when they exist, appear long after much of the information they index has lost its immediate value. There are a number of indexing and abstracting services which the library may have, giving access to recently published information in groups of journals – services such as *Business Periodicals Index* (limited to American journals), *Public Affairs Information Service* or *Chemical Market Abstracts*. Other services provide digests of current events, either on a world scale like *Keesing's Contemporary Archives*, or for special areas like *Africa Research Bulletin*, usually giving references to original sources.

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These services may be supplemented by a file of clippings, or by the library's own card index of important articles.

Official publications, home and overseas

The various publications of the Board of Trade will, of course, be available, and they need hardly be described. Publications of equivalent departments in foreign countries may, however, be less familiar. Of these, perhaps the most useful is the series of *Overseas Trade Reports* issued by the United States Bureau of Foreign Commerce; many hundred reports on more than a hundred countries, providing information on economic conditions, commercial laws, marketing in general or the prospects for particular goods, trade statistics and other topics. The series is complemented by the Bureau's weekly journal *International Commerce;* other similar publications are the Australian *Overseas Trading,* the Dutch *Economische Voorlichting* and the Berliner Bank's *Mitteilungen für den Aussenhandel.* A non-official, but authoritative, series providing information on some 70 countries is the Economist Intelligence Unit's series of quarterly reviews, and the same organization publishes *Marketing in Europe,* surveying markets for consumer goods in the Common Market and EFTA. Further economic information on specific countries is to be found in the many journals published by banks, such as the *Fuji Bank Bulletin* from Japan, or the Banco di Roma's *Review.*

Foreign tariffs

The tariffs of many countries will be available, usually in the form of the *International Customs Journal,* each issue of which is devoted to a particular country. For other countries, certain directories include sections on tariffs; while for the Common Market there is the *Eurotariff* service providing both internal and external charges.

Many atlases and maps will be available, the atlases including general works such as the *Times Atlas,* national works such as the *Atlas of Australian Resources,* and specialized works such as the *Mercantile Marine Atlas.* Climatic conditions, which may affect the packing of goods, the type of finish required, or market possibilities, can be determined from atlases, commercial geographies or works such as the United States Weather Bureau's *World Weather Records.* Gazetteers will be available, again on a world scale or for particular countries; if they fail to locate a place, the rail or road timetables for the country concerned may occasionally help. Timetables for all passenger services, and for most developed countries, may be found; and, for freight services, *Lloyd's Loading List* and the *ABC Air Cargo Guide and Directory.* For those planning business trips, there will also be hotel directories, guide books, street plans of major cities and, of course, the Board of Trade's *Hints to Business Men* series. Some guide books are planned specifically for the business traveller – even, hopefully, a *Businessmen's Guide to Moscow.*

There will be a collection of foreign language dictionaries – either of a general nature or devoted to special fields of business or technology. Many of the latter cover several languages in one volume – the useful Elsevier multilingual dictionary and *Lexica* series, for example. The latter includes a *Lexicon of International and National Units,* giving United Kingdom, United States and metric equivalents for national units of 69 countries; the library will also have United Kingdom – metric conversion tables. Many overseas directories provide translations of headings in several languages, usually including English, and these may be of use where dictionaries fail.

These, then, are some of the major tools of the commercial librarian's trade; but beyond his own immediate resources he has access to the general collections of his library, and can often call on the assistance of other specialist libraries and organizations. It is his job to find the information you want. In this you can help him, and yourself, by making your inquiries as specific as possible. It is not unusual to find, for example, that the inquirer who asks 'What have you got on the chemical industry of Europe?' is in fact looking for German sulphuric acid producers employing more than a hundred workers. No matter how impossible the search may seem to the uninitiated, the commercial librarian may be able to find an answer; or if the search is indeed impossible, he may be able to say why. The true librarian enjoys nothing better than a challenging inquiry which puts his professional ability to the test.

Other articles in this series were on banking in the issue of April 29, on the work of chambers of commerce on May 20; on insurance on May 27; on the Confederation of British Industry on June 24; on the Council of Industrial Design on July 15; on the role of export houses August 5, and on packaging for export, October 7.

PHOTOGRAPHS FOR THE JOURNAL

The Editor will be glad to consider prints of industrial photographs suitable for publication in the Board of Trade Journal.

Black and white prints. *These should be 'action' photographs showing U.K. goods being inspected by overseas buyers or in process of being packed or shipped for export or being unloaded, installed or in use at the overseas destination.*

Photographs of U.K. businessmen in discussion with overseas buyers and of visitors at exhibition stands overseas are also acceptable.

Colour photographs: *Four-colour illustrations with an export angle and for which blocks are available will be considered for use as coloured cover illustrations.*

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Mr. Mason speaks on shipping

MR. ROY MASON, Minister of State, Board of Trade, spoke on October 17 to the Royal Institute of Naval Architects on the future of British shipping. The Government were particularly interested in the efficiency of our shipping, he said.

'It is obvious that if a British ship earns money from abroad, then the excess of her earnings over her foreign expenditure is a contribution to our balance of payments. Last year this contribution amounted to £136 million. It is not so widely realized that if a British ship in the foreign trade is earning money from British people she is also producing an effect on our balance of payments for, if there had been no British ship providing the service concerned, it would presumably have been provided by a foreign ship. Shipping is a competitive industry, and if British ships are to continue to contribute to our balance of payments they must be at least as efficient as our foreign competitors; and preferably more efficient.

'The second reason why we are interested in the efficiency of shipping is that the nation depends for its existence – for our imports as well as for our exports – upon shipping services. Without efficient shipping services this nation could not continue to live: and the more efficient they are the more cheaply we can import and the more we can export. This is irrespective of whether these shipping services are provided by British ships or by foreign ships.

'The world's shipping industry is a growth industry. World seaborne trade has been growing rapidly, from 525 million tons in 1950 to 1,480 million tons in 1964. Although the market is not wholly an open one, with a number of countries practising flag discrimination, it is largely open, and the open part is growing as the total grows.'

Mr. Mason went on to speak of greater efficiency in manning, referring to the help the government gave by means of 20 per cent investment grants to enable British ships to be equipped with labour-saving devices. He spoke, also, of experiments in general purpose crews which had been made by other countries. Ultimately this might lead to a new type of seaman, accustomed to voyages with very little time in port and consequently expecting in all ships the same high standard of accommodation and living conditions that he now finds in the best ships.

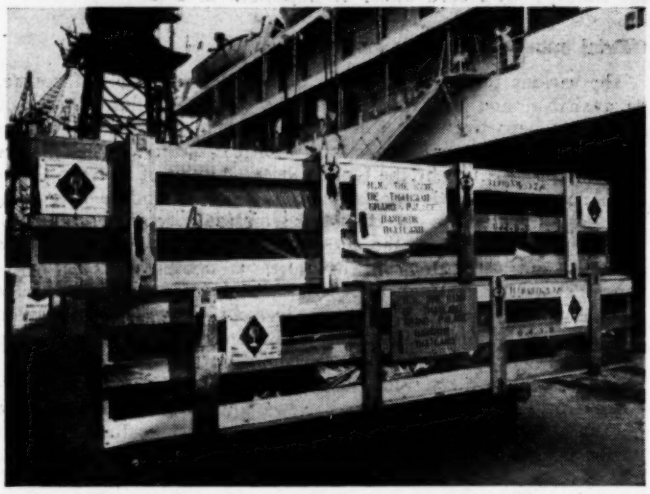
Going on to talk of the international scene, the Minister said that he wanted to mention two main factors.

'These are the increasing downward pressures on freight rates from both developed and developing non-maritime countries and the growth of the fleets of countries which have hitherto not taken a great part in maritime affairs. We have no objection to the expansion of these fleets so long as it takes place on a sound economic basis. The danger arises when, for reasons of prestige or perhaps from an exaggerated idea of the foreign currency earnings that can be derived from ship owning, these fleets are developed faster than economics would justify. When this happens countries tend to safeguard their investment (or try to) by inducing, directing or in one way or another steering cargo to their own ships. This removes from the favoured fleet the main incentive to efficiency and in its turn increases the need to prop up the fleet which the flag discrimination is supposed to benefit. The long-term result of this is a distortion of the delicately balanced international market and an increasingly bilateral approach to shipping. World trade is not organized in any neat or tidy pattern. It is not a series of exact bilateral exchanges; it is essentially a multilateral process. And for shipping to be economic and efficient it, too, must operate on a multilateral basis. The British shipping industry sells a world-wide service and is not by any means restricted to the United Kingdom's own trade nor, indeed, are other countries' ships in any way excluded from carrying our cargoes: its future depends a good deal on the maintenance of the principle of multilateral operation.

'What can we do about this?' Mr. Mason continued. 'The answer lies, I think in an increasing flow of information and discussion about shipping operations and the shipping industry. We must also recognize that it is a perfectly natural and reasonable ambition on the part of a developing country that it should have a fleet of its own, though naturally we hope these fleets will be run on a sound economic basis. Consultation machinery between shippers and shipowners to consider complaints has been developed and is already functioning well in this country and in most other countries of western Europe. We and the governments of other maritime countries welcome the studies being carried out in UNCTAD to promote the establishment of this kind of shipper/shipowner consultation outside Europe. We have made some progress but there is still a long way to go. In the same way we have encouraged the shipping conferences to set up machinery to eliminate unfair practices by their members, and in this direction, too, substantial progress has been made. Moreover, the shipowners themselves are working through international committees to bring their procedures up to date and to remove sources of friction with their customers. But more remains to be done. And our shipowners have a good record in the help they have given the developing countries to build up their own fleets. There are many examples of developing countries whose fleets have been freely admitted to conferences, and indeed helped with money and expert advice by the traditional operators.

'The fastest expanding fleet of all is, of course, that of the Soviet Union. They expect their fleet to be 10 million tons by 1970 and 20 million tons by 1980 and the indications are that they will reach their target before then. But when I visited the Soviet Union

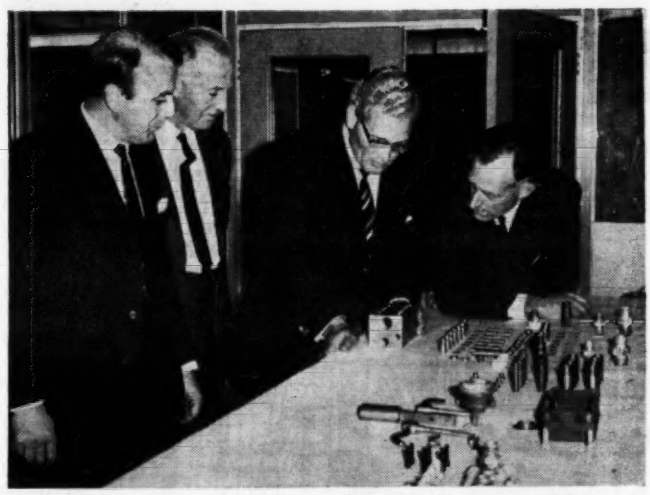
SAILING DINGHIES FOR SIAM



Two OK class sailing dinghies, each 11 ft. 6 in. long, made by Robson Ltd., at King George V Dock before being loaded aboard the Glen Line's 8,957 gross ton vessel 'Glengyle' prior to departure for Bangkok, where they will be delivered to the Grand Palace for the personal use of His Majesty, the King of Thailand. The King, who wishes to encourage his country's youth to build their own boats and take up sailing, built a third boat.

REPORTS FOR UNITED KINGDOM EXPORTERS ON FIRMS OVERSEAS

UNITED KINGDOM exporters may wish to know more about a firm abroad which has offered to do business with them. The Board of Trade keeps records about the standing activities and influence of many firms abroad, and will make inquiries about any particular firm not already on record. These are not credit reports (for which the inquirers should apply to banks and other agencies) but they are useful in deciding the suitability of the overseas trade as a sales outlet. Requests for reports should be addressed to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4, or to the appropriate Regional office of the Board.



Herr Helmut Kranefuws, managing director of the Sophia Jacoba Colliery Company of Huckelhoven, Western Germany (second from right), takes a close look at valve gear components of the type used in thin seam powered roof supports supplied to his colliery when visiting the Sheffield works of A. G. Wild & Co. Ltd., roof support manufacturers. With Herr Kranefuws is Mr. D. Phillips, managing director, and (left) Mr. Paul Savage (general sales manager) and Mr. D. H. Middleton (sales director).

Senior members of the Hungarian television service, Magyar Radio Es Televizio, who are in the United Kingdom as guests of the BBC, discuss details of the design of the EMI Outside Broadcast Unit Type 114 at EMI Electronics Ltd., Hayes, Middlesex. In the picture, from left to right, are: Mr. Robert Kerpel (technical director, Magyar Radio Es Televizio), Mr. J. T. P. Robinson (EMI Electronics), Mr. Miklos Horvath and Mr. Lazlo Fazekas, also of Magyar Radio Es Televizio.

in May the Minister of the Mercantile Marine, Mr. Bakaev, assured me that he intended to operate his fleet in a commercial manner and that he had no ambitions to take over or disrupt the trade of other maritime nations.

'But there are certainly many other challenges which our shipping is facing at this very moment. Other nations are gaining knowledge of the building and operation of very large ships and also specialized ships. The United States seems to have established a clear lead in the use of standardized containers for deep sea services, although here there are some signs that our shipowners may be disputing this position with them before long. Our early lead in roll-on/roll-off services was not exploited and only now are we really beginning to grasp the opportunities which some of our competitors were much quicker to follow up. New labour-saving equipment cannot fulfil its function unless seafarers are adequately trained to use it: equally, management must be trained in the latest techniques including, for example, work study.'

Concluding, Mr. Mason said that this was the setting against which British shipping must face the challenges of the future. 'A great expansion of seaborne trade and of the world demand for ships, but accompanied by a technical advance in almost every aspect of ship design and operation which compels constant re-investment in new ships if an owner is not to be left behind in the race for lower real costs and freights. Many governments see in the developing national lines new scope for commercial patronage. Although their prospect may in some ways be daunting, there are clearly great opportunities to be seized. British shipping depends for its prosperity on the future expansion of world trade. If world trade continues to expand there is no reason why British shipping should fear for its future: if world trade does not expand, or does not expand fast enough, not only British shipping but the shipping of the whole world will be in for a very thin time.'

Quality and Reliability case studies

LORD SHACKLETON, Minister of Defence, RAF, will open a conference on 'Profiting by Quality and Reliability', to be held at Blackpool from November 8 to 10. Forty-one case studies will be presented during the conference, and a selection of these will be summarized next week. Mr. Anthony Wedgwood Benn, Minister of Technology, will be the chief speaker at a conference dinner on November 9. The conference has been organized by the British Productivity Council.

Containers on the North Atlantic

A BRIEF NOTE on an experiment in the container-shipment of cargoes between Britain and the United States was published in last week's *Board of Trade Journal* (page 1056). Further details are given below:

The experiment was prompted by the growing evidence of a major expansion of container traffic across the Atlantic. The shipping of general cargoes in containers reduces the amount of time a vessel spends in port by doing away with the handling of mixed cargoes at the quayside. It thus enables the vessel to earn more money by spending more of its life at sea, and increases the productivity of the port.

On short sea routes container services are already making a substantial improvement to the productivity of the vessels concerned and the docks from which they operate. Now the use of containers is spreading to ocean-going services, and the object of the North Atlantic experiment was to gain some practical experience of the problems which might impede the international movement of containers.

During the experiment the use of containers reduced the transit time between Birmingham and Chicago from 18 or 19 days to 14 days, and achieved a nine-day reduction in the transit time between Illinois and Glasgow.

The experiment took place between March and June. A total of 17 containers was shipped, seven eastbound and 10 westbound.

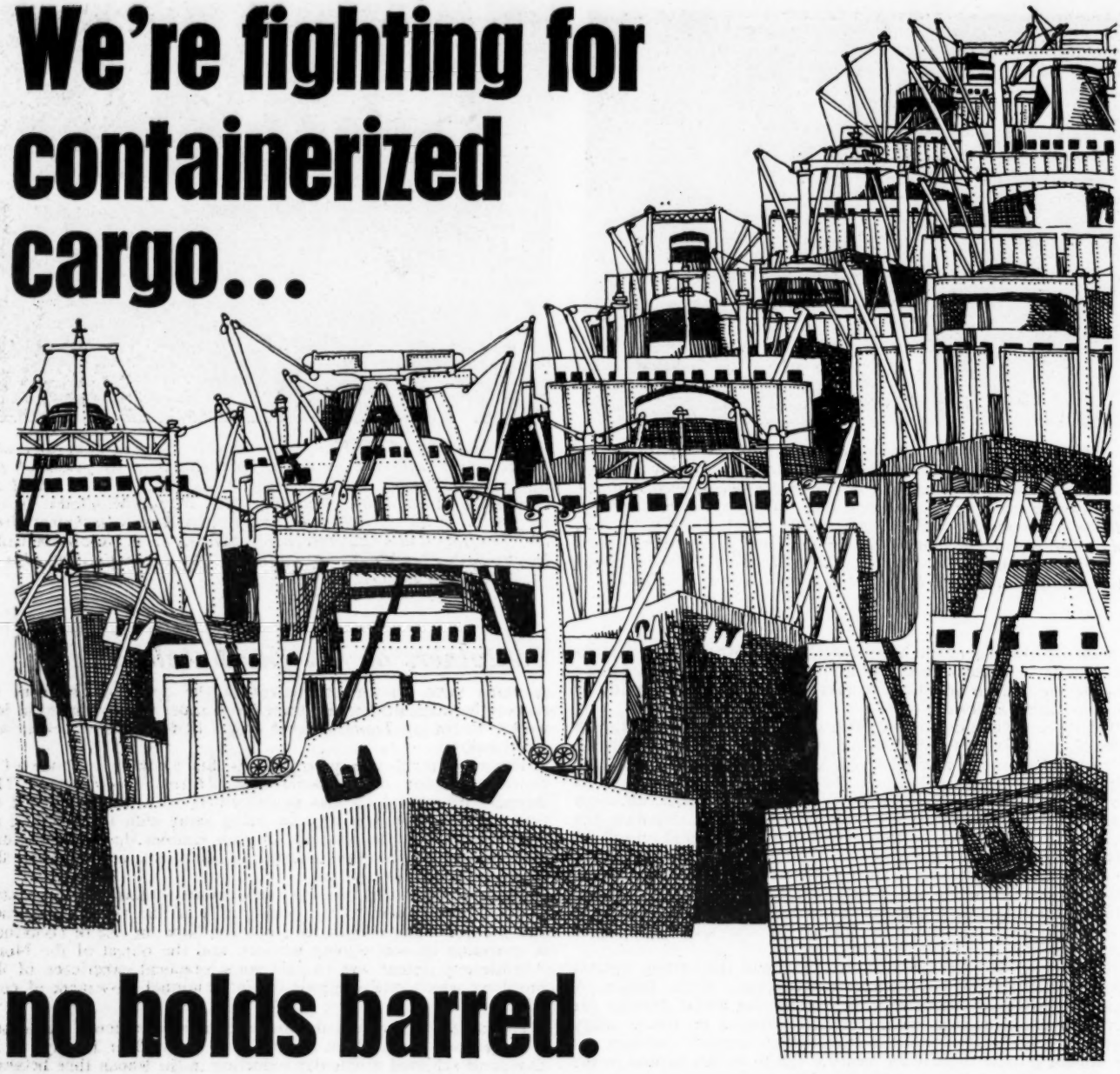
A feature of the experiment was that many of the cargoes were shipped between inland points in the two countries, with Customs clearance inland, compared with the more conventional port-to-port shipments with Customs clearance at the ports. Such through services would obviously secure the greatest advantages from the use of containers, but there are problems of documentation that will have to be overcome before they are widely introduced.

Another difficulty was that of obtaining sufficient cargo for the services between inland points, although this was no problem on port-to-port services. The report states that this might be due to reluctance among shippers to change from their normal pattern of operation for a one-time project, rather than to an absolute scarcity of such cargo.

The routes used in the experiment included Birmingham to Manhattan; Canning Town to Manhattan; Bootle to Manhattan; Bootle

(*Continued on page* 1105)

We're fighting for containerized cargo...



no holds barred.

Almost every major steamship line serving the Port of Baltimore — and there are 116 of them — has or will shortly have container operations. Not only that, but the Canton Company has already begun work on a $35,000,000 container terminal in the Port of Baltimore. And full containership service is already being offered on two major trade routes. Add to this Baltimore's great economies including an unsurpassed inland location that's 50 to 200 miles closer to the rich midwest markets, low-negotiated stevedore rates, a transportation crossroads with direct leading facilities and fast vessel turnaround . . . add all this up and you can see that your containers move faster, more economically through the Port of Baltimore. So call, wire or write, Austin G. Tofield, in London, or David K. Tosic, in Brussels, for information, rates and schedules. Then route your container cargo via the Economy Port of the United States. The Port of Baltimore.

BALTIMORE

Maryland Port Authority, Moor House, 119 London Wall, London, E.C.2. Telephone: Metropolitan 8330. Cable address: BALTPORT, LONDON, E.C.2.—60 Rue Ravenstein, Brussels, Belgium. Telephone: 13.01.49. Cable address: MARPORT, BRUSSELS.

to Chicago; St. Louis to Canning Town; Chicago to Canning Town; Chicago to Birmingham; and Morton (Illinois) to Glasgow (via Liverpool).

The selection of goods shipped was very varied. Eastbound goods ranged from small metal display stands to large parts for industrial tractors, and between these two extremes were sausage casings, wall board, furniture, chemicals, domestic waste disposal units and industrial welding equipment. Westbound containers carried equally varied cargo, including needles and pins, sugar, confectionery, haberdashery, table ware, books and printing ink. Organizations taking part included exporters, freight forwarders, rail, highway and ocean carriers, and Government agencies.

As a result of the experiment the following points for consideration emerged.

Documentation

A system of documentation for control of through container movements should be developed. The processing and movement of documents must be co-ordinated with the movement of the container.

The experiment indicated that the shorter transit time of container traffic could result in cargo arriving before the documents had been processed through the normal commercial channels. For the consignments which moved in the experiment, special efforts had to be made for the documents to be processed in time. While the aligned series of documents used both by the United States and British exporters will, no doubt, assist in speeding up documentary procedures much more needs to be done to achieve speedy documentation for North Atlantic container services to operate smoothly.

The Americans faced a number of difficulties in through Bills of Lading on the eastward voyage and through documents to Chicago for the one westbound container. This was due, to some extent, to existing Inter-State Commerce Commission regulations.

Container handling

Specially designed handling equipment should be used to move containers 20 feet and more long. The experiment demonstrated that such containers, carried on conventional ships and moved over conventional quays, can cause difficulties unless specially designed lifting gear and spreaders are available to ensure safe and fast handling.

Containers and their fittings should be well maintained. Accidents could occur due to faulty fittings. Periodic examinations are needed.

Depot operations

Cargo should be properly packed in containers to ensure stability. Consideration should be given to training personnel in container packing and handling. Consideration should be given to the location of depots to ensure adequate cargo availability as well as provision of the necessary warehousing facilities.

Marking of containers

Containers should be permanently marked with dimensions, weight, handling instructions and ownership details. Some containers used were in excess of the requested eight-foot height limit. It is difficult to assess heights by eye and had either the documents or the containers, or both, been marked with the overall dimensions some unnecessary handling would have been avoided.

Packaging

Packaging should be designed to exploit fully the benefits of carriage in containers. Much of the packaging of the cargo received – no doubt because it was diverted from normal shipments – was too substantial for container movements. For example, goods packed in wooden cases were a potential danger to other goods in the same container packed in light cardboard cases.

The advantages to the shipper of suitable packaging are lower packaging costs, lower freight charges, and quicker Customs clearance.

Customs

All aspects of quayside Customs examination of containers as part of a regular service should be carefully considered. The possibility of Customs clearance at large importers' premises in the United Kingdom might also be considered.

The temporary arrangements made by HM Customs for clearance at the inland depots during the experiment worked very well.

Co-ordination

The allocation of responsibility for each stage of movement should be clearly defined. For inland point to inland point container operations, the experiment clearly pointed to the need for operations to be under the control of one operating authority, from source to destination. The report stresses that the whole question of overall responsibility for container movement should be examined as a matter of urgency.

Copies of the full report can be obtained from the National Ports Council, 17 North Audley Street, London, S.W.1, price 5s.

'Call Export Intelligence'

THE BOARD OF TRADE'S 'Call Export Intelligence' advertising campaign has now entered a new phase. As before, the purpose is to publicize the wide variety of Board of Trade services freely available to all exporters. Help with planning overseas visits, obtaining overseas contracts, marketing abroad and obtaining agents are highlighted in the current advertisements but the campaign will continue to draw attention to the full range of services.

More and more businessmen are discovering the value of these services. As a direct result of the advertising, over 19,300 inquiries have been made to Export Intelligence offices in London and other parts of the country since the campaign opened in April 1965.

Exporters are invited to call Export Intelligence for:

1. Guidance on individual export problems.
2. Information on the most likely market(s) for product(s) overseas.
3. Introductions to potential agents and buyers.
4. Help with overseas business visits.
5. Status reports on foreign firms.
6. Information on Tariff and Import regulations.
7. Details of overseas contracts for tender.
8. Help and advice on participating in Trade Fairs overseas.
9. Assistance in finding licensees to manufacture a product abroad.
10. Guidance on how to market and advertise a product abroad.
11. Evaluation of product suitability for foreign tastes and customs.
12. Help with overseas publicity (through Central Office of Information).

Telephone numbers:
at HQ: London CITy 9633 Telex 25977

BELFAST (Ministry of Commerce) Belfast 28271 Telex 74578
BIRMINGHAM MIDland 8221 Telex 33702
BRISTOL 21071 Telex 44214
CARDIFF 65426 Telex 49267
GLASGOW CITy 2855 Telex 77583
INVERNESS 30867/8
LEEDS 20485 Telex 55472
LONDON (South Eastern Counties) TATe Gallery 4355 Telex 25991
LONDON (Eastern Counties) TATe Gallery 6271 Telex 25991
MANCHESTER DEAnsgate 9321 Telex 66104
NEWCASTLE 27575 Telex 53178
COCKERMOUTH 3498

When the airbus comes to Europe

'IT IS THE GOVERNMENT'S policy that Britain should collaborate with Europe in building major new civil aircraft', Lord Rhodes, Parliamentary Secretary, Board of Trade, said, at the opening of the British Airline Pilots' Association technical symposium in London on November 1. 'International collaboration, may involve a certain sacrifice of national aspirations, but the formation of an independent European aircraft industry, able to derive from the foundation of a substantial European market the competitiveness to secure other world markets and so do justice to the great technological skills and aeronautical techniques which exist in Europe, well justifies our making every possible effort towards such a goal. Europe together has the physical resources for a powerful aircraft industry if the component parts are harnessed to a common aim and the recent Plowden Report declared firm support for a comprehensive programme of European collaboration, in both development and production, on as wide a range of aircraft projects as could be economically supported.'

Lord Rhodes said it had for some time been clear to the British and French Governments that the next step forward in the field of short-haul aircraft should not be seen in terms of greater speed, since increases in air speed above present levels would be of only small value on short sectors, but should be directed towards lower operating costs which a higher capacity make possible.

Discussions at Ministerial and official level had been taking place at frequent intervals during the last year between the British, French and later German governments on the possibility of building a European airbus of this kind. The talks had been friendly and constructive. Initial work was carried out last year by an Anglo/French Working Party and the German Airbus Working Group and good progress had been made towards settling the essential features of a Government-sponsored European airbus – capacity, range, airfield performance and in-service date.

'Industrial firms in the three countries concerned are now jointly considering how best this broad outline specification could be met, and what form of management structure would best serve such a European venture. The first trilateral industrial meeting to this end was held during the Farnborough Air Show and the firms submitted a first report to Governments during October. This is now being evaluated.

'I very much hope that any resulting project will appeal to the airlines in Europe and elsewhere – in particular BEA – and receive their full support.

The Minister then referred to the problems and costs which the loading and unloading of 250 passengers, and their baggage, at a time would bring. It was important that consideration should be given to the economics of the air transport industry as a whole, and that the plans of aircraft manufacturers, airlines and airport authorities should keep in step.

'All these considerations will be in the minds of Governments when they come to a collective decision on the role for Europe in relation to the airbus', Lord Rhodes said. 'Whatever decision they may reach, we can be sure that large short-haul aircraft will be flying into our airports from one source or another in the early 1970s. Though BEA will soon be re-equipping with commuter jets, I should like to take this opportunity of re-affirming that this requirement in no way conflicts with the requirement for larger capacity jets in the 1970s. If, therefore, European industry can come up with a sound detailed proposition for European investment in an aircraft of this type, the readiness of Her Majesty's Government to invest in a project embracing the industries of the United Kingdom, France and Germany will not be diminished by doubts about our national airlines' requirement. If a sound economic case exists for a European airbus, the United Kingdom will be the first to welcome the opportunity this provides for collaborative European endeavour.'

Companies Bill publication

AS THE *Board of Trade Journal* went to press on November 1, it was expected that the Companies Bill would be published today (November 4).

Consideration of mergers by the Board of Trade

IN CARRYING OUT their responsibilities under the Monopolies and Mergers Act, 1965 the Board of Trade announce that on the information at present before them it is not their intention to refer the following two proposed mergers to the Monopolies Commission under the provisions of that Act:

(1) the paper-tissue interests of Associated Tissues Limited; Inveresk Paper Company Limited; and Peter Dixon & Son (Holdings) Limited.

(2) Barry Staines Limited and AVP Industries Limited.

Notes:

The Board of Trade announced earlier this year that they now proposed to publish their decisions in respect of mergers which they have considered under the Monopolies and Mergers Act, 1965. Previously the Board of Trade had publicized their decisions only in those cases where a merger had been referred to the Monopolies Commission.

This announcement is the tenth under the revised procedure.

Monopolies Commission report on films

THE REPORT of the Monopolies Commission on the supply in Great Britain of films to exhibitors for exhibition in cinemas was published on October 31.

The Commission was asked, under the Monopolies and Mergers Acts of 1948 and 1965, to investigate whether monopoly conditions exist in this trade, and if so, whether these conditions or any practices followed in connection with them were against the public interest. Broadly, the Acts define monopoly conditions as prevailing when at least one-third of the supply of a commodity is in the hands either of a single firm or of a group of firms following some restrictive practice.

The Commission's findings

The Commission found that monopoly conditions did prevail and operated contrary to the public interest in that:

(1) The Rank Organisation takes more than one-third of the supply of films.

(2) Rank and ABPC, taking between them more than one-third of the supply of films, do not compete freely with each other for the supply of films in that each makes a practice of booking films mainly from certain distributors and in general does not deal with distributors who supply the other.

(3) More than one-third of the supply of films is taken by exhibitors who restrict competition by operating 'bars' against other exhibitors.

(4) More than one-third of the supply of films is supplied by distributors who restrict competition by making the hire of one film conditional on the hire of another.

(5) More than one-third of the supply of films is supplied by members of the Kinematograph Renters' Society, who restrict competition by preventing exhibitors booking films on behalf of other exhibitors and by limiting the extent to which exhibitors can use their premises for purposes other than the exhibition of films.

The Commission also found that Rank's monopoly position enabled it to give a preference to the exhibition of certain of its own documentary films, which operated contrary to the public interest.

The Commission's recommendations on the circuit system

The Commission find that these conditions and practices combine to produce a degree of rigidity in the cinema industry which is detrimental to the service which the industry gives to the public. The Commission does not favour the creation of a third circuit; nor does it recommend breaking up the present system since it considers that proposals involving the dismantling or rearrangement of the two major circuits offer insufficient assurance and benefit to justify the difficulty and upheaval that they would entail. Instead, it recommends certain measures to be taken by the leading organizations to increase the flexibility of the industry, namely:

(a) ABPC and Rank should give an assurance that they will extend their practices of giving certain films 'trial runs' and partial circuit bookings.

(b) ABPC and Rank should take the lead in arranging for the film industry to make proposals to the Board of Trade pro-

viding (1) for machinery to deal with disputes over allocation of product, and (2) for exhibitors to have the right to bid for films in competition.

(c) No cinema (other than a West End cinema) should operate a bar on a film for more than four weeks after starting to show the film, and any other exhibitor should have the right to bid for a licence to exhibit the film after that time.

(d) Rank should book documentary and other short films solely on their merits.

(e) The Board of Trade should keep under review the arrangements for settling disputes over time and distance bars.

Other recommendations

As regards the conditions in (4) and (5) above, the Commission recommends that the three restrictive practices in question should be discontinued.

Copies of 'A Report on the Supply of Films for Exhibition in Cinemas' by the Monopolies Commission are obtainable from HMSO, 49 High Holborn, London, W.C.1 (price 9s.), or by post from HMSO, PO Box 569, London, S.E.1 (price 9s. 9d.).

Notes:

The film distribution industry

There are about 1,900 cinemas in the United Kingdom, of which 318 are in the Rank Organisation and 259 are in ABPC (Associated British Picture Corporation). The remainder are either organized in a number of smaller circuits or are under independent ownership. To receive a wide showing a film has to receive a release on one of the two major circuits: the 'Rank release' to go to most of the Rank cinemas and the numerous other cinemas taking the 'Rank release' and the ABC release for most of the ABPC cinemas and the cinemas taking the ABC scheme. Failing this, a film can secure a much smaller 'independent release' to be shown at a number of independent cinemas and smaller circuits. The important position of Rank and ABPC cinemas vis-à-vis the other circuits is due partly to their greater size and partly to their preponderance in the large, important cinemas in the London area and other centres of population where major films are generally shown first before distribution to more outlying regions.

The cinemas are supplied by the distributors, who grant licences enabling films to be shown. With the exception of British Lion, the main distributors normally supply major films to one only of the two major circuits – Columbia, Disney, Twentieth Century-Fox, United Artists and Rank's own distribution company normally supplying Rank, and Metro-Goldwyn-Mayer, Paramount and Warner-Pathe supplying ABPC. In addition to distributing films, the distributors also play a major rôle in financing their production. A substantial and increasing proportion of major films is financed by British subsidiaries of the American companies; and of the main distributing companies Rank, British Lion and Associated British-Pathe (in the ABPC group) are British-owned, while the remainder are American-owned.

The trade operates a system of 'bars' which prevent distributors licensing more than one cinema in a locality to exhibit a film at the same time and thus give the circuit or individual cinemas securing a film exclusive exhibiting rights in the locality. A bar is an agreement between distributor and exhibitor that the distributor is not to supply certain specified neighbouring cinemas at the same time and for a certain period afterwards. Some bars also confer a right on cinemas to be the 'first run' house – e.g. that a certain cinema will have the Rank release before the other cinemas in the locality. A cinema will be accorded the same bar by all distributors, and there is machinery in the industry for adjusting bars when a cinema successfully claims that another cinema's bar is unfairly harming its interests.

The film exhibition industry has been declining, both the number of cinemas and cinema attendances having fallen sharply since 1946. There were formerly more than two circuits.

The Commission's findings on the public interest

In considering where the public interest lies the Commission takes together its first three monopoly conditions – the size of Rank, the lack of competition between ABPC and Rank and the practice of barring – as being the foundation for these two companies' dominance of the exhibition industry. The Commission finds that 'the dominance of ABPC and Rank, and the rigidity of the industry which results from this and from the practice of barring, are detrimental to the service which the industry gives to the public', and accordingly rules the first three conditions against the public interest. In reaching this conclusion the Commission allows some force in the counter arguments from Rank and ABPC that their present circuits are well-geared to obtain the maximum return for films at minimum distribution costs. It considers that the present rigid system limits consumer choice, is prejudicial to the production of films not suited for showing on the main circuits, and leads the industry to be slow in evolving new patterns and techniques.

The last two monopoly conditions – the practice of making the hire of one film conditional on another and the two practices of the Kinematograph Renters' Society – concern the distributors. The Commission find that the practices in question are against the public interest and should be discontinued.

Applications for temporary exemption from import duty

THE BOARD OF TRADE are considering applications for the temporary exemption from import duty of the materials listed below on the grounds that these materials are not made in this country or the Commonwealth or the supply available from these sources is not substantial having regard to the existing United Kingdom demand.

Representations are invited from manufacturers in this country or agents of Commonwealth manufacturers who consider they are, or will be within a reasonable period, in a position to supply a substantial proportion of the United Kingdom demand for these materials, or who are interested in their future production.

Temporary exemptions come into effect on the operative date of the Treasury Order in which the materials are specified and normally continue until the end of the current calendar year, when they are reviewed.

Interested parties who wish to make representations should address them to Tariff Division, Board of Trade, 1 Victoria Street, London, S.W.1, preferably through a Trade Association, giving the respective reference shown below and stating whether their names may be passed to the applicants for temporary exemption. Representations should be received by November 18.

Tariff heading	Proposed definition for tariff purposes	Applied for as	Exemption required until	Reference
29.14	Propionic anhydride	As in previous column	December 31, 1967	6919
81.04	Manganese metal of a purity not less than 96% and not more than 99·5% and containing not more than 1·0% by weight of carbon and not more than 3·0% by weight of iron.	Electrothermic manganese metal.	December 31, 1967	9364

Note: The following is a re-advertisement, under a revised definition, of a current exemption.

Tariff heading	Revised definition for tariff purposes	Present definition for tariff purposes	Reference
90.01	Photographic process screens of the contact type, consisting of a base of cellulose acetate or of poly(ethylene terephthalate) on which is a regularly spaced pattern of grey-coloured or magenta-coloured dots.	Photographic process screens of the contact type, consisting of a base of cellulose acetate on which is a regularly spaced pattern of grey-coloured or magenta-coloured dots.	607

Application for re-imposition of import duty

THE BOARD OF TRADE, Tariff Division, have received applications for the re-imposition of import duty as from December 31, on the following items which are at present temporarily exempt from import duty.

Tariff heading	Description	Reference
29.16	*DL*-Malic acid	8193
29.22	2-Chloroethylammonium chloride	6716
29.22	Cyclohexylamine	318

The Import Duties (Temporary Exemptions) (No. 6) Order 1966

THE TREASURY has made the Import Duties (Temporary Exemptions) (No. 6) Order 1966 (SI 1334, 1966).

This Order provides that the goods listed in Schedule 1, mainly chemicals, shall be temporarily exempt from import duty, and those listed in Schedule 2, mainly chemicals, shall continue to be temporarily exempt from import duty until December 31, 1966.

This Order came into operation on November 3, 1966.

Copies of the Order are obtainable direct from HMSO.

The Import Duty Drawbacks (No. 9) Order 1966

THE TREASURY has made the Import Duty Drawbacks (No. 9) Order 1966.

This Order

(i) revokes the existing fixed rate of drawback of import duty for exported neckties, bow-ties and cravats manufactured from certain imported woven fabric and provides for drawback to be related to the duty paid on the imported goods actually used in the manufacture of the exported goods, and

(ii) reduces the rates of drawback of import duty for specified exported orange marmalade and for certain prepared oranges manufactured from imported fresh bitter oranges.

The Order came into operation on November 3, 1966, and has been published as Statutory Instruments, 1966, No. 1335.

Copies are obtainable direct from HMSO.

Record ECGD business in the third quarter of 1966

THE EXPORT Credits Guarantee Department report that in the third quarter of 1966 ECGD insured 'commercial' business amounting to a record £408.1 million: 10 per cent more than was insured in the same period of last year. The current maximum liability at the end of the quarter was £1,338.3 million as against £1,139.1 million a year ago.

New 'commercial' business insured during the quarter on terms exceeding six months credit included contracts for knitting machines (£1.9 million), acrylic fibre plant (£3.3 million), dam construction (£2.9 million) and a docks expansion scheme £4.2 million).

Formal quarterly statement

The number of comprehensive policies current (under Section 1 of the Export Guarantees Acts) at the end of the third quarter of 1966 was 9,190. This compared with 8,819 at the beginning of the quarter and 8,117 at the end of the corresponding quarter last year.

The face value of comprehensive policies current at the end of the quarter was £1,851.8 million compared with £1,772.7 million at the beginning of the quarter, and £1,552.8 million at the end of the corresponding quarter last year.

New specific policies (covering individual contracts) to a face value of £16.0 million were issued during the quarter. Taking these together with new contracts involving more than six months' credit declared under comprehensive policies, the total of new business insured during the quarter where terms have exceeded six months credit was £63.0 million, compared with the quarterly average over the previous 12 months of £60.1 million.

The combined value of all comprehensive and specific insured business (including external trade) declared as shipped during the quarter amounted to £408.1 million, compared with £339.8 million in the previous quarter and £368.9 million in the corresponding quarter last year.

Statutory return

During the quarter ended September 30, 1966, the department assumed liability:

(a) under Section 1 of the Export Guarantees Act, 1949-1964, up to a maximum of £163,316,212 in respect of guarantees amounting to £290,469,146;

(b) under Section 2 of the Export Guarantees Act, 1949-1964, up to a maximum of £28,798,055 in respect of guarantees amounting to £29,269,430.

ECGD financial guarantee for £3 million Norwegian order

THE EXPORT CREDITS Guarantee Department signed a financial guarantee on October 27 covering a loan to assist the purchase by the Hilmar Reksten Group of Norway of the 'T.T. Clementine Churchill', an oil tanker of 87,000 tons deadweight.

The order, worth £3,366,000, was won by Associated Shipbuilders Limited of Wallsend.

This is the sixth financial guarantee ECGD has signed for ships for Norway with a total contract value of nearly £15 million.

The loan is to be managed by Hambros Bank Executor and Trustee Company Limited acting on behalf of Barclays Bank Limited and Hambros Bank Limited.

Runways improve island links

THE MINISTRY of Public Building and Works announce that Viscount services to Islay in the Western Isles opened on November 1 with the completion of work on the runway by the Ministry of Public Building and Works, who have done this work on behalf of the Board of Trade.

The arrival of the aircraft also marks the end of work to strengthen and lengthen runways at Kirkwall, Orkney, and Sumburgh, Shetland. British European Airways' new service to these centres, which replaces the former Dart Herald flights, started early last month. The work, to which the Ministry gave special priority, was completed ahead of schedule in spite of shipping delays, which interrupted the supply of fuel and materials. The extended and stronger runways will improve islands links with the Scottish mainland as the Viscount's lifting capacity is much greater.

The main runway at Islay already had sufficient length to allow a fully-laden Viscount to land, but strengthening over a length of 4,460 feet was necessary. This was achieved by laying successive layers of asphalt. The opportunity was also taken to improve operational gradients, and thus drainage falls. The scheme also included the strengthening of a subsidiary runway to form a taxiway to an improved terminal apron.

At Kirkwall it was necessary to extend a runway by 966 feet to a length of 4,700 feet. The existing portion of the runway had also to be strengthened to take a fully-laden Viscount. As at Islay a portion of a secondary runway had to be strengthened to serve as a taxiway to an extended and strengthened terminal apron. The strengthening and surface of the extension is in asphalt.

At Sumburgh the main existing runway already had sufficient strength to carry fully-laden Viscounts, but had to be extended by 45 feet to a length of 4,880 feet. The work was commenced in May 1966, and the new service started on October 3. The surface of the extension is in dense tarmacadam.

The overall completion of the work represents a considerable achievement by the Ministry, Zetland County Council, and contractors A. M. Carmichael Ltd. (for Kirkwall works), and the Limmer and Trinidad Co. Ltd. (for Islay works). The total cost of the project was £800,000.

Earlier posting for printed papers

THE LATEST time for posting 3d. printed papers intended for despatch the same day will be advanced from about 4.30 p.m. to about noon, stated Mr. Edward Short, the Postmaster-General, in Parliament on October 26. This was being done, he said, to give fully paid letters a greater measure of priority over printed papers than at present. It would also help present studies into the possibility of introducing a two-tier system under which customers would pay according to the speed of service required instead of the content of the envelope.

Special EFTA stamps in 1967

SPECIAL STAMPS next year will mark the achievement of free trade within the European Free Trade Association. Announcing this in Parliament on October 26, Mr. Edward Short, the Postmaster-General, said that more pictorial stamps would be issued next year. These would depict British flora, British paintings and British discovery. There will also be special Christmas stamps and the first of the new definitive series will also be issued. Mr. Short said that values and dates of issue would be announced shortly.

Ministerial meetings of the EFTA Councils at Lisbon

THE FOLLOWING communiqué has been issued by the European Free Trade Association:

Meeting at Ministerial level on October 27 and 28 in Lisbon under the chairmanship of Mr. J. G. Corrêa d'Oliveira, Portuguese Minister of Economy, the EFTA Council and the Joint Council of EFTA and Finland reviewed the activities of the European Free Trade Association, particularly in the light of the fact that at the end of this year EFTA will have established an industrial free trade area of 100 million people.

Ministers noted with particular satisfaction the continuing development of co-operation and community of interests within the Association exemplified by the more than doubling of intra-Area trade since 1959. They agreed that continued progress should be made in other areas of co-operation in accordance with the objectives of the Stockholm Convention. In this field an important decision was taken on trade and purchasing practices of public undertakings, a separate statement on which accompanies this communiqué. It was also decided that co-operation in the field of economic policy should be further strengthened through an intensification of the work of the Economic Committee. Ministers reviewed the development of EFTA trade in agricultural goods and agreed to conclude the bilateral negotiations decided upon at their last meeting in Bergen. It was also decided that the Council at official level should examine a Danish proposal to review the opportunities of further expanding agricultural trade. Ministers decided that a study prepared by the Secretariat on production of and trade in fish and fish products should be submitted to a committee to be set up to review the operation of Article 27 of the Convention.

In their belief that the most immediate prospects of expanding intra-European and world trade lie in a successful conclusion of the Kennedy Round, the Ministers reaffirmed that the EFTA countries during the final and decisive phase of these negotiations would do everything in their power to secure the most extensive reductions in world-trade barriers. They will continue to co-operate closely for this purpose.

In the EFTA Council's discussion of economic integration in Europe Ministers reaffirmed their view that the single Western European market remains their ultimate goal. They recalled that at their meeting in Bergen in May 1966 they had agreed that they would keep each other fully informed of their individual efforts and would remain in close consultation at all stages of their discussions with members of the EEC. It was the unanimous view that the EFTA countries could best contribute to the ending of the economic division of Europe by co-ordinated action as agreed at previous meetings. Ministers expressed their conviction that the Association's great achievement in creating an industrial free trade area would be of lasting significance to the EFTA countries and to Europe as a whole.

At the invitation of the Swedish Government the next Ministerial meeting will be held on March 2 and 3, 1967, in Stockholm, the capital in which the EFTA Convention was drafted in 1959.

PUBLIC UNDERTAKINGS

Article 14 of the Stockholm Convention on public undertakings puts an obligation on Member States to ensure – under conditions described in the Article – that public undertakings in their procurement and trading practices do not afford protection to domestic production or discriminate against suppliers or purchasers in other Member States. In accordance with the general scope of the Stockholm Convention the provisions of Article 14 are limited to trade in goods of Area origin.

The Article gives a wide definition of public undertakings. All Government authorities or public enterprises, subject to central control, are, in fact, covered.

Following an extensive study of the implications of Article 14 by experts, Ministers have now given an interpretation of the obligations it contains. The interpretation can be summarized as follows:

(a) for *public procurement* the obligation means that public undertakings shall give equivalent treatment to domestic goods and other goods of EFTA origin and shall award contracts on the basis of commercial considerations;

(b) for the *trading activities of public undertakings* the obligation means that although Member States are not prevented from having any State-trading organizations they wish, the practices of these organizations must not lead to protection or discrimination between Member States.

In order to ensure that Member States are in a position to carry out the obligations under the Convention, national laws, regulations and practices will be reviewed with a view to making such amendments as may be necessary to ensure the effective implementation of Article 14 and to comply with the conclusions and recommendations contained in the expert report which has been accepted by Ministers. The result of the national reviews will be communicated for discussion by the experts, who will report on the effectiveness of the agreement now reached on the basis of the initial review undertaken within the Association.

Apart from the abolition of rules and practices which are inconsistent with the obligations under Article 14, Ministers decided that there is a need to take practical steps with a view to facilitating the expansion of EFTA trade in the public sector through closer co-operation between Member States in the field of public procurement. As an immediate step necessary guidance will be given to agencies and enterprises responsible for public procurement in order that adequate opportunities to take part in tendering competitions are in fact given to interested suppliers in other EFTA countries and that their tenders are judged objectively. An exchange of lists is also envisaged. They will contain information of interest to potential suppliers in other EFTA countries and will be made available by Member Governments to interested exporters in their countries.

Details of the agreement on tendering methods and conditions for judging awards of public contracts will be published in appropriate trade journals. An account of the agreement on the practices of State-trading organizations will also be published.

EFTA INFORMATION CENTRE

The Board of Trade maintains an EFTA Information Centre to answer general inquiries about the European Free Trade Association and to advise on sources of more specialized information. It also distributes literature free of charge, including the EFTA Bulletin, *the EFTA Secretariat's monthly journal. Address: Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. Abbey. 7877, Exts. 2479/2480).*

Customs and Excise Tariff

Of The United Kingdom of Great Britain and Northern Ireland

Issued for the convenience of importers and others concerned, this tariff shows the duties of Customs and Excise in operation in the United Kingdom of Great Britain and Northern Ireland on the 1st January, 1961, and the drawbacks and allowances relating thereto. Complete in loose-leaf binder.
47s. 6d. (*by post* 50*s.* 3*d.*)
(Amendments available on Annual subscription £3 including postage.)

Government publications can be purchased from the Government Bookshops in London (post orders to P.O. Box 569, S.E.1), Edinburgh, Cardiff, Belfast, Manchester, Birmingham and Bristol, or through any bookseller.

HMSO

Lord Geddes re-appointed chairman of BTA

LORD GEDDES has accepted the invitation of the President of the Board of Trade to serve a further term of office as chairman of the British Travel Association. The office will be held for a further two years with effect from January 1, 1967. Lord Geddes has been associated with the British Travel Association for seven years, and has held the office of chairman since 1964. Previously he had served as its deputy chairman since 1960

BNEC Asia forms Hong Kong sub-committee

BNEC ASIA has formed a special committee to consider ways and means of increasing exports to Hong Kong. The sub-committee will be under the chairmanship of Mr. Eric Dilley, overseas director of Taylor Woodrow International Ltd.

BEAMA mission to Eastern Europe

THE British Electrical and Allied Manufacturers' Association is planning a sales mission to Yugoslavia, Hungary and Roumania in the late spring of 1967 to explore the market prospects for domestic electrical appliances. The proposal has the support of the British National Export Council. It is planned to spend about five days in each country.

Manufacturers wishing to nominate representatives (preferably at export manager level) are invited to contact Mr. J. C. Hancock, secretary of the Domestic Appliances Divisional Export Committee, The BEAMA, 8 Leicester Street, Leicester Square, London, W.C.2, as soon as possible.

Trade mission leaves for the Netherlands

A 22-MAN TRADE MISSION, organized by the London Chamber of Commerce left London on October 30 for a four-day visit to the Netherlands. The mission, which is being led by Lord Macpherson, is following up the British Week held in Amsterdam in May, 1965.

Products represented include a wide range of consumer goods and services, including textiles, carpets, ladies' fashions, confectionery, electrical appliances, packaging, shipping and banking. One unusual aspect is the inclusion of representatives from advertising and designing.

Spanish buyers touring England

AN IMPORTANT 15-man buyers' mission from Spain, which could lead to substantial orders for British-made materials handling equipment, arrived in London on October 30. It is sponsored by the Federation of Associations of Materials Handling Manufacturers and is receiving financial assistance from the British National Export Council.

The mission is interested in three related types of equipment: port and warehouse materials handling plant; conveyors, chutes and other equipment for handling materials on site and at the dockside; and pneumatic and other conveyors for grain.

LETTERS TO THE EDITOR

Editorial communications should be addressed to the Editor, Board of Trade Journal, *Room* 127, *Board of Trade,* 1 *Victoria Street, London, S.W.*1 (*Tel. Abbey* 7877, *Ext.* 2653-6), *and not to Her Majesty's Stationery Office.*

Publication of abridgments of patent specifications

THE PATENT OFFICE is to introduce a revised and improved procedure for the early publication of illustrated abridgments of Patent specifications. This will begin towards the end of November with the series numbered 1,050,001 to 1,075,000, and the cost will be no more than that for the present series.

Instead of the present irregular system of publication, the new system provides for abridgments to be issued weekly in pamphlet form, the aim being to make the abridgment available within seven days of the publications of the corresponding patent specification. Subscribers will still be supplied with indexes and covers to enable them to bind their own volumes.

Abridgments are produced primarily as search tools for use by industry and commerce, and in the Patent Office. Earlier publication will therefore materially assist in the rapid dissemination of information about new technology and in its application to industrial processes. It is hoped that as a result substantially more British firms will decide to use this service.

Abridgments will continue for the present to be available on a subscription basis only. The price of the new series will remain at £6 12s. 6d. per group volume, or £155 per complete set of 25 volumes. Subscriptions should be forwarded as soon as possible, and in any case before the end of November, to Sale Branch, The Patent Office, Block 'C', Station Square House, St. Mary Cray, Orpington, Kent.

Patents endorsed 'Licences of Right'

UNDER SECTION 35 of the Patents Act, 1949, the following Patents were endorsed 'Licences of Right' on the dates specified:

NUMBER	GRANTEES	SUBJECT-MATTER
	October 5, 1966	
729,722	Bayerische Motoren Werke Aktiengesellschaft	Vehicle wheels.
824,715	Lepetit S.p.A.	Substituted acrylideneamino-benzoic acids and salts.
907,093	Regie Nationale des Usines Renault	Glass mounting posts.
916,838	Petersen, Mogens Vestergaard and anr.	Educational equipment comprising electrical circuit elements.
921,931	Regie Nationale des Usines Renault	Control mechanisms of gear boxes.
922,152	Regie Nationale des Usines Renault	Testing stands for gear boxes.
938,170	Novacel	Plant growth.
952,795	Lancia & C. Fabbrica Automobili Torino S.p.A.	Driving axle assembly for vehicles.
959,933	Regie Nationale des Usines Renault	Testing machines for applying periodically varying stress.
997,789	Regie Nationale des Usines Renault	Winding-type cardboard production lines.
1,006,376	Compagnie d'Ingenieurs et Techniciens d'Études C.I.T.E.	Conveyor belt installation.
1,016,948	Societe des Forges et Ateliers du Creusot	Sealing means for a shaft extending through a wall dividing two chambers at different gas pressure.
1,018,299	Societe des Forges et Ateliers du Creusot	Graphite reflector for a nuclear reactor.
1,024,553	Glaverbel	Melting and refining of Vitrifiable or other materials.
	October 11, 1966	
741,214	Dunlop Rubber Company Ltd.	A device for measuring tackiness.
814,463	Cabir Hamdi Sepen	Artificial stabilisation of synchronous electrical machines.
843,472	Jones, Bayard	Traffic control means.
894,894	Regie Nationale des Usines Renault	Fixing bearings in a case.
906,475	Houilleres du Bassin du Nord et du Pas-de-Calais	Polyester coated sheet materials.
908,606	Houilleres du Bassin du Nord et du Pas-de-Calais	Furnace for the treatment of materials.
924,982	Aktiengesellschaft Brown, Boveri & Cie	Electric fuses.
928,916	Aktiengesellschaft Brown, Boveri & Cie	Air-blast circuit breaker with multiple interruption.
952,428	RIV-SKF Officine di Villar Perosa Societa per Azioni	Manufacturing metal cages for needle bearings.
955,263	Regie Nationale des Usines Renault	Packings.
958,920	Fiat Societa per Azioni	Voltage regulating circuit.
962,194	Fiat Societa per Azioni	Door assembly for motor vehicles.
990,941	Etablissements Genoud & Cie	A cigarette lighter head.
995,623	Electronics Research Institute	Pulse excitation apparatus for non-destructively testing materials.
1,018,338	Le Materiel Electrique S.W.	Apparatus for measuring the extension of a product during rolling.
1,019,210	Le Materiel Electrique S.W.	Transformers and inductors.

Any person who claims that the patentee at the time of endorsement of any of the above patents was precluded by a contract in which the claimant is interested from granting licences under the patents, may apply for cancellation of the endorsement on Patents Form No. 45 within two months after the date of endorsement.

GORDON GRANT,
Comptroller.

The Patent Office.

Government factories to let in Scotland

PRIMARILY, the Scottish Industrial Estates Corporation (acting as agents of the Board of Trade) is in business to build factories to encourage the expansion of industry and the provision of new employment. The Estates organizations have been operating in Scotland for almost 30 years and the corporation is well established as a leader in the field of industrial architecture in Scotland. Through the years it has maintained a policy of erecting well-built, well-planned buildings, easy to operate and making use of the best modern techniques. It fully recognizes that the first essential is an efficient manufacturing plant and that it is important to provide the best possible working conditions for operatives and executive staff alike.

Factories are built on the 23 estates or on one of the ever-increasing number of individual sites. Choice of location is remarkably wide since SIEC is virtually a nation-wide organization and has already provided factories throughout Scotland. A glance at the list of factories below, will give some idea of the variety of sites presently available.

The smallest factories are only 1,200 sq. ft. but the majority of units are naturally much larger – ranging in size up to the 1,000,000 sq. ft. and over of individually sited plants. Each factory is self-contained and the ancillary accommodation provided normally includes offices, cloakrooms, toilets and essential storage. In most cases the production floor area is provided at one level and the structural design aims at giving the maximum free floor area together with the greatest possible flexibility. Most production buildings are steel framed with ridge type roofs and a percentage of natural roof lighting. There are, however, many examples of the use of other materials, roof shapes and structural forms and windowless fully conditioned units can, and have been, built to tenant's special requirements. In almost all cases buildings can be extended horizontally and, sometimes, vertically also.

SIEC tries always to ensure that the basic services of water, gas and electricity are available on demand at its factories. It is, of course, not possible to guarantee the actual quantities and pressures which the authority can supply.

Apart from these general principals of design, most prospective tenants have special requirements which may affect the structure and these are always carefully considered when a new building is planned. When a project is undertaken on an amortization agreement, the buildings will, as far as possible, be designed to the particular industrialist's own specifications and in rented buildings also tenant's particular needs can almost invariably be met, but as these factories must be capable of being easily re-let the extra cost of certain special requirements is borne by the tenant.

The Corporation realizes, of course, that many other factors are instrumental in persuading industrialists to move to a development area, and in Scotland many of the ancillary requirements of industry are being developed at an impressive rate. Massive civil engineering projects are underway all over the country providing better communications with new roads, bridges and airports, improving power supplies for some of the world's most modern plants, developing closer links with other markets from the supply of components and raw materials, and speeding-up the dispatch of goods in and out of the major ports.

With these improvements in the industrial field, there has been a corresponding broadening of the social scene. Thousands of houses are being built – many privately in the attractive commuter towns which are growing near the industrial centres New schools, technical colleges and universities are being provided. Sports facilities are being developed on an ever wider scale to cater for all tastes.

A complete list of the factories now available, and of advance factories under construction as planned is given below.

Arrangements can be made for an industrialist to be taken to the factories or sites which appear to be most suitable and conferences can be set up with the Ministry of Labour and other bodies who might be able to assist. Every effort is made to ensure that visitors spend their time profitably. The Principal Controller, Board of Trade Office for Scotland, 314 St. Vincent Street, Glasgow, C.3 (Tel. City 2285), or the General Manager, Scottish Industrial Estates Corporation, 3 Woodside Place, Glasgow, C.3 (Tel. Douglas 6651) will be very pleased to receive inquiries from interested industrialists.

The Vale of Leven Industrial Estate, Dunbartonshire, now has five tenants, four of American origin.

The following modern steel framed single-storey factories, each equipped with offices, central heating and essential services, are available on a rental basis for early occupation, or will be erected shortly on the following Industrial Estates or individual sites. Those marked * can be expanded by at least 100%.
Rents are assessed at current market value by District Valuers of the Inalnd Revenue and most range from 3/6 ($0.49) to 5/6 ($0.77) per square foot per annum. In the majority of cases the landlord upholds the building and plumberwork against the effects of ordinary fair wear and tear excluding glass breakages and internal paintwork.
All these factories are in a Development Area and tenants may apply for Government grants and loans and assistance in training labour.

City or County	Location		Area Sq. Ft.	Height to Underside of Truss Ft.	Remarks
Aberdeen	Aberdeen	*	13,027	12	Being built
Argyllshire	Campbeltown	*	6,823	12	To be built
Ayrshire	Cumnock	*	27,500	—	To be built
	Girvan	*	12,563	12½	Being built
Dumfriesshire	Sanquhar	(1)*	12,500	12	To be built
		(2)*	18,500	12	To be built
Dundee	Dundee		64,566	14	North Light
Fife	Cowdenbeath	(1)*	18,844	14	To be built
		(2)*	19,202	14	To be built
	Donibristle Estate	(1)*	27,353	12	Available now
		(2)*	9,412	18	Plating shop
		(3)*	3,420	9½	Available shortly
	Kirkcaldy	*	27,814	14	Available now
	Leven	(1)*	12,677	12½	Being built
		(2)*	18,500	12½	Being built
	Lochgelly	*	27,024	14	To be built
Glasgow	Cartyne		22,102	12	Vacant
	Hillington Estate	(1)	28,633	12 & 14	Vacant
		(2)	15,540	12	Vacant
		(3)	24,480	12	Vacant
		(4)	5,263	12	Vacant
		(5)	5,263	12	Vacant
		(6)	11,203	12	North Light
		(7)	6,709	12	North Light
		(8)	2,973	12	Vacant
	Queenslie Estate	(1)*	26,680	14	Available now
		(2)	2,600	12	Available now
	Thornliebank		34,702	12	Vacant
Inverness-shire	Inverness Estate	*	6,823	12	Being built
Lanarkshire	Carfin Estate	*	2,500	12	
	Coatbridge Estate	*	82,354	18 & 25	Vacant
	Douglas	(1)*	18,750	—	To be built
		(2)*	12,500	—	To be built
	Larkhall Estate	(1)	1,510	12	
		(2)	15,972	12	Vacant
	Harthill	*	12,500	12	To be built
Renfrewshire	Port Glasgow Estate	*	17,391	12	Available now
Stirlingshire	Kilsyth	*	12,000	12	Being built
Wigtownshire	Stranraer	*	12,677	12½	Being built

Parliamentary Answers

Below is a selection of Parliamentary answers of interest to trade and industry

TUESDAY, OCTOBER 25

Prices and incomes debate

A debate on the approval of the Prices and Incomes Act, 1966 (Commencement of Part IV) Order, 1966 (SI, 1966, No. 1262) is reported in *Hansard*, columns 842-970.

Production of cotton

Asked whether he was aware of the progressive decline of production of cotton yarn and of weaving of cotton cloth in the United Kingdom, and the greater decline in the United Kingdom percentage of world trade; and what action he proposed to take. Mr. Douglas Jay, President of the Board of Trade, said that production of yarn and cloth, including man-made fibres, by the British cotton industry had been reasonably stable over the last five years. The longer term decline in production and in our share of the world market in these goods had been due to increasing competition, especially from the expanding industries of the developing countries. He had made international arrangements to limit the impact of this competition on the home market for the next five years; and he hoped that during this period the reorganization of the British industry now in progress would enable international competition to be met more successfully and our exports to be increased.

WEDNESDAY, OCTOBER 26

Investment grants

Asked what would be the cost during the current financial year of paying investment grants six months after the date of purchase of the equipment, Mr. Roy Mason, Minister of State, Board of Trade, said that the cost would be approximately £190 million but it would not in fact be practicable during the current financial year to pay grants within six months of the relevant investment expenditure.

Answering a further question: if he would estimate the amounts which, on current forecasts of manufacturing investment, he would pay out in the form of investment grants in the current financial year; and what estimate he had made of the corresponding value of investment allowances plus free depreciation plus all such Board of Trade grants as were subsumed into or replaced by the new system of investment grants, Mr. Mason replied that no investment grants would be paid in the current financial year. The second part of the Question did not therefore arise.

A member then asked what was the value of investment allowances plus free depreciation plus all such Board of Trade grants as were subsumed into or replaced by the new system of investment grants during the financial years 1964-65; and what would have been the amount paid out under the new system of investment grants if it had been in operation during that financial year. Mr. Mason replied: 'The tax relief allowable in 1964/65 in respect of investment allowances, and the extra tax relief in respect of free depreciation, plus the offers of grants under the Local Employment Acts for plant and machinery, totalled about £265 million. I estimate that the amount of investment grants which would have been payable in that financial year had the new system been in operation then would have been of the order of £200 million. A comparison between these figures is however not meaningful, principally because of the changes in company taxation, because not all investment incentives are included, because of the selective nature of investment grants, and because free depreciation is only an acceleration of writing down allowances.'

Loans scheme for hotels

Asked when he proposed to give details of the Loans Scheme in respect of hotels which was announced in July, the President said: 'As soon as I have completed my consultations with the hotel industry.'

THURSDAY, OCTOBER 27

The metric system

The President was asked whether he would adopt the metric system for all units of measurement in the United Kingdom. Mr. George Darling, Minister of State, Board of Trade, replied: 'No, Sir. The Government's view is that the first step is to encourage industry to adopt the metric system.'

Industrial development

Several questions were asked on industrial development. A member asked how many industrial development certificates were awarded in the six-month period ending June 30, 1966; what were the value of capital investment involved, the floor area of manufacturing space and number employed; what percentage of this was for overseas principals wanting to set up factories in this country; and how this compared with the previous two six-month periods, and also if the number of industrial development certificates authorized in each of the Board of Trade regions for each of the six-month periods June 30, 1966, December 31, 1965 and June 30, 1965, respectively, the value of capital investment involved, the floor area of manufacturing space, and the number employed could be tabulated. Mr. George Darling replied that the number of certificates issued in the first six months this year, 1,636, was greater than in either of the two previous six month periods. No information was available of the amounts which applicants expected to spend on their schemes or of the proportion of applications from overseas principals. The following is the rest of the information:

Other questions were asked relating to the development of industries on Merseyside, in the Swindon area, in the Okehampton area, and to advance factories in Scotland.

Investment grants

Asked when it was expected to start paying investment grants under Part 1 of the Industrial Development Act, Mr. George Darling, said that the intention was to begin making payments in July next year in respect of the first block of claims for investment grants.

An announcement would be made by the President during November on the administrative arrangements for the payment of investment grants. At the same time the Board of Trade would publish a booklet giving guidance to industry on the working of the investment grants scheme.

Answering a further question on the additional staff recruited to administer the Industrial Development Act, Mr. Darling said: 'About 1,200 staff are required to administer investment grants. Nearly all the 215 senior posts have been filled. For the 770 junior posts 480 suitable applicants have so far been selected. Some 200 clerical and supporting staff are being recruited locally.'

Sites of industrial dereliction

The President was asked whether, in view of recent events in South Wales, he would urge on all local authorities the need to expedite their plans for the clearance of sites of industrial dereliction; and, to encourage such action, whether he would seek to give such authorities 100 per cent of the cost of such schemes. Mr. George Darling replied: 'The first part of the question is for the Minister of Housing and Local Government and the Secretaries of State for Scotland and Wales. They may pay 85 per cent grants towards clearance of derelict land in development areas where this will contribute to the development of industry.'

Import surcharge

Asked what increase in imports he was expecting in the first three months after, compared with the three months before, the removal of the 10 per cent surcharge; and what action he proposed to correct this increase, Mr. George Darling answered that some temporary increase in imports was expected to take place after the surcharge was removed, but this was fully taken into account when the Chancellor of the Exchequer said that we should achieve a surplus for 1967 as a whole on current and capital account combined. The Prime Minister and the Chancellor of the Exchequer had explained in July that the far reaching economic measures taken then were designed to improve our general economic position and to restore our balance of payments.

REGIONAL ANALYSIS OF INDUSTRIAL DEVELOPMENT CERTIFICATES (1)

Standard Regions	Number of Projects			Industrial Floor Space (2)			Estimated Additional Employment (3)		
	Six months ended			Six months ended			Six months ended		
	June 30,	Dec. 31,	June 30,	June 30,	Dec. 31,	June 30,	June 30,	Dec. 12,	June 30,
				(Million) Sq. ft.	(Million) Sq. ft.	(Million) Sq. ft.	(Thousands)	(Thousands)	(Thousands)
Northern	125	101	107	3·7	2·2	3·7	12·7	7·2	10·9
Yorks. and Humberside	160	145	157	3·1	3·1	2·9	3·7	3·3	4·1
East Midland	91	105	140	1·5	2·0	2·6	1·8	1·7	2·2
East Anglia	54	61	102	0·9	1·0	1·8	2·3	1·9	4·6
South East	388	303	419	6·6	4·8	5·1	9·4	5·2	8·3
South Western	91	87	100	1·5	1·6	1·8	2·4	2·6	3·7
Wales	67	68	98	1·5	3·0	3·9	4·1	3·9	14·2
West Midland	179	176	197	2·7	2·3	3·3	2·0	2·2	4·0
North Western	232	190	205	5·4	3·8	5·2	12·2	10·4	13·3
Scotland	135	131	111	5·2	5·8	3·6	11·4	14·4	8·5
Great Britain	1,522	1,367	1,636	32·2	29·6	34·1	62·0	52·9	73·9
				Rounded figures			Rounded figures		

(1) All projects for schemes mainly over 5,000 square feet.
(2) The interpretation of the term 'industrial floor space' is sometimes wider in Scotland, Wales and the Northern Region than in other parts of Great Britain.
(3) As given by applicants at the time of seeking approval.

Trade with Cuba

Asked by how much British exports to Cuba had increased in the past three years; and what action was being taken to continue to develop trade with Cuba, Mr. Roy Mason replied that British exports to Cuba which had fallen to £2.1 million in 1963 were £15.1 million in 1965. The Board of Trade offered the same services to British industry to develop trade with Cuba as were offered for trade with other countries. We could not however permit the export of strategic goods to Cuba.

EFTA tariffs for British cars

Asked if he would make a statement on negotiations with European Free Trade Area countries on the subject of more favourable tariff arrangements for British motor vehicles, Mr. Roy Mason said: 'The chief problem is the revenue duties charged in Norway and Finland. HM Government take every opportunity of impressing on the Norwegian and Finnish Governments their concern that EFTA exporters of important classes of motor vehicles receive no benefits over exporters from other countries. My Rt. Hon. friend will be pursuing this matter further while he is in Lisbon for the current EFTA meeting.'

Permanent export exhibition in the Bahamas

Asked if he would accept the offer made by Freeport in the Bahamas of a 100 acre site for a permanent export exhibition, Mr. Roy Mason said that he had not received any offer but a representative of the Port Authority had discussed his ideas with the Board of Trade.

Exports of passenger cars

Asked how many passenger cars were exported in the first nine months of 1966; and how these figures compare with the figure for the same period in 1964 and 1965, Mr. Roy Mason said: '440, 513 and 477 thousand.'

Bankruptcies

Asked if he would tabulate the numbers of bankruptcies recorded in the quarters ending September 30, 1965, December 31, 1965, March 31, 1966, June 30, 1966, and September 30, 1966, respectively, Mr. George Darling replied: 'The number of receiving orders and administration orders in bankruptcy for each of the quarters was as follows:—

to September 30, 1965	780
December 31, 1965	953
March 31, 1966	1,089
June 30, 1966	857
September 30, 1966	902

'It was hoped to introduce legislation to amend the bankruptcy law in the light of the Report of the Committee on Bankruptcy Law and Deeds of Arrangement.'

Price increases

Asked what representations he had received regarding price increases imposed by hairdressers; and whether he would refer these increases to the National Board for Prices and Incomes, Mr. George Darling said that complaints concerning a very small proportion of the total number of hairdressers had been received and were being investigated. The President was not satisfied at present that there was a *prima facie* case for referring the trade's prices to the National Board for Prices and Incomes, but he was considering whether to refer certain conditions in this trade to the Monopolies Commission.

In reply to another question, Mr. Darling said that since July 20, there had been small increases in the price of pop records reflecting the increase in purchase tax. He believed manufacturers would continue to co-operate in implementing the Government's prices policy.

United States investment in British films

Asked what were the amounts of United States funds invested in British film production on January 1, 1960, January 1, 1963, and January 1, 1966, the President said that this information was not available. However, sums receivable by the film industry from North America, mainly for film production, from 1961 to 1964, excluding the earnings of British films, amounted to £9.0 million, £9.7 million, £8.4 million and £9.4 million respectively. Complete figures for 1965 were not yet available.

Resale price maintenance

Asked how many classes of goods were now free from resale price maintenance; how many had been granted exemption; for how many exemption was being claimed which was being contested; and how long the Restrictive Practices Court would take to clear the last category at the present rate, Mr. George Darling answered that in addition to goods which were not registered under the Resale Prices Act, 1964, 62 whole classes of goods and parts of 14 further classes were free from resale price maintenance by virtue of Orders of the Restrictive Practices Court. No goods had yet been granted exemption by the court. No estimate could be given of the time needed to deal with the remaining categories as claims for exemption might be abandoned at any time up to the hearing.

National consumer board

Asked what plans he had to seek power to implement the Reith Commission Report by setting up a National Consumer Board, or by effecting some means of raising advertising standards, Mr. George Darling said that the Report of Lord Reith's Commission was a very useful contribution to the study of advertising practices and is being carefully considered. On the raising of advertising standards he intended to introduce, as soon as possible, legislation on the lines of the Protection of Consumers (Trade Descriptions) Bill which would prohibit most forms of false or misleading advertisements of goods and services.

Aircraft noise

A member asked what was the present level of aircraft noise over central London; how this compared with previous years; and what was the maximum tolerable amount under the regulations, Mr. Roy Mason answered that noise limits were imposed, and regular measurements made, only at the monitoring points near Heathrow; but the height of aircraft over Central London was controlled and it was estimated that noise from individual aircraft in this area rarely exceeded 100 PNdB. Disturbance had increased, mainly due to growth in traffic, but he could not quantify this.

Air crash at Ljubljana

Two members asked for a statement on the air crash at Ljubljana.

Mr. Roy Mason said: 'An inquiry has been instituted by the Yugoslav authorities in accordance with international procedure, and an inspector of accidents from the Board of Trade is participating in it. A communique on the progress of the investigation issued in Belgrade on September 17 included a statement that the pilot flew incorrectly below the normal approach path but that the Commission had not yet been able to establish the reason for the low flight. The inquiry is continuing, and this is one of the issues to be determined.

Aircraft landing aids

Asked what action had been taken to introduce better fog landing aids for use during the coming winter at airports throughout the United Kingdom, Mr. Roy Mason said that instrument landing systems enabling aircraft to land in conditions of poor visibility and low cloud base were already installed at the following United Kingdom civil airports: London (Heathrow), London (Gatwick), Stansted, Prestwick, Manchester, Birmingham, Liverpool, Glasgow, Belfast, Edinburgh, Aberdeen, Stornoway, Bournemouth and Middleton St. George. The performance of these systems was regularly checked and where possible was being improved to enable landings to take place in more critical conditions.

In addition a programme to install higher performance equipments at a large number of airports had been embarked upon. The first step included the ordering of equipments of advanced design for London (Heathrow), to be delivered in 1967, which would in due course enable autolanding to be achieved.

Aircraft fuels

Asked what steps he proposed to take to encourage the use of safer jet fuels by airlines using British airfields, Mr. Roy Mason said that in 1962 a Departmental Committee concluded that the properties of kerosene made it a safer fuel for turbine-engined aircraft than wide-cut gasoline. The committee's report was circulated to the International Civil Aviation Organization and to administrations and airlines abroad. It was not completely accepted internationally, but kerosene was used by all British operators of such aircraft, and he understood that only three foreign operators of these aircraft now took on wide-cut gasoline from airports in this country. He did not think that any further steps are practicable at this time.

MONDAY, OCTOBER 31

Investment grants

The President replied to a questioner who asked if he would estimate the amounts which, on current forecasts of manufacturing investment, will eventually be payable in respect of investment during the current financial year; and what would have been the corresponding value of investment allowances, plus free depreciation, plus all such Board of Trade grants as are subsumed into or replaced by the new system of investment grants.

He said, 'On the basis of current estimates, investment grants of the order of £250 million will in due course be payable in respect of investment in the current financial year. The tax relief which would have been available, on the investment to which these grants relate, in respect of investment allowances, and the extra tax relief in respect of free depreciation, plus the offers which I would expect to have made in respect of Local Employment Act grants for plant and machinery, total about £185 million. A comparison between these figures is however not meaningful, for example because not all investment incentives are included, and because free depreciation is only an acceleration of writing-down allowances.'

Investment allowances

To a questioner who asked what was the value of investment allowances plus free depreciation plus all such Board of Trade grants as are subsumed into or replaced by the new system of investment grants during the financial years 1963-64; and what would have been the amount paid out under the new system of investment grants if it had been in operation during that financial year, the President said The tax relief allowable in 1963-64 in respect of investment allowances, plus the offers of grants under the Local Employment Acts for plant and machinery totalled about £210 million. The free depreciation allowable in that year was negligible. I estimate that the amount of investment grants which would have been payable in that financial year had the new system been in operation then would have been of the order of £225 million. A comparison between these figures is however not meaningful, for example because of the changes in company taxation, because not all investment incentives are included and because of the selective nature of investment grants.'

New Books

Development Assistance Efforts and Policies; 1966 Review. Organization for Economic Co-operation and Development (166 pages, 15s., by post 15s. 9d., from HMSO and Government bookshops). The purpose and activities of the Development Assistance Committee of the Organization for Economic Co-operation and Development were outlined in the note published in the *Board of Trade Journal* for October 22, 1965, page 956, describing the 1965 issue of this annual report by the Committee's chairman. Briefly, it is an organization for consultation among most of the governments which are actively involved in providing capital and technical assistance to less-developed countries. The membership of the Committee now comprises 15 countries, Australia having joined during 1966. The 1966 report therefore includes for the first time information on the technical and economic assistance programmes of Australia and of Sweden, who joined the Committee too late in 1965 to be dealt with in the 1965 report. The 1966 report follows basically the pattern of its predecessor, but this year includes a chapter on the special problem of food supplies, and reproduces a recommendation on food problems of less-developed countries adopted by the DAC. The report ends with a look at the future role of the DAC and the outstanding problems which face it. There is also a statistical annex providing data on the financial aspects and technical co-operation and related activities of the aid programmes of the DAC member countries. A broader view of the financial aspects of economic development is provided by a newly published document prepared by the United Nations Department of Economic and Social Affairs, **The Financing of Economic Development** (140 pages, 17s. 6d., by post 18s. 4d., from HMSO and Government bookshops). This is issued as Part 1 of the *World Economic Survey, 1965*. It deals with the dual problems which must be solved if growth rates are to be accelerated, namely the raising of saving levels in low-income countries and the generation of an adequate volume of external purchasing power in countries most of whose exports face a relatively unresponsive demand. Chapters are devoted to financing investment in the developing countries; the flow of resources from the developed market economies; some problems of external finance; the flow of resources from the centrally planned economies; the multilateral approach to development finance. There are numerous statistical tables in the text. The general conclusions reached by this survey are that transfer of funds to developing countries should be made less dependent on the state of balance among the more advanced countries, and that a change is needed in the emphasis of foreign aid programmes, away from general policies and total resource flows, towards actual need and performance.

Report of the United Nations Seminar on Planning Techniques (190 pages. 22s. 6d., by post 23s. 6d., from HMSO and Government bookshops). The seminar was organized by the UN in co-operation with the Government of the USSR and held in Moscow between July 8 and 22, 1964, as part of the Expanded Programme of Technical Assistance. A number of senior officials and economists from developing countries took part. Economic planning has taken the place of exclusive reliance on market mechanism as a method of achieving the social and economic ambitions of most developing countries. A series of seminars is being organized by the UN to enable officials and economists to exchange views on planning problems. The Moscow seminar was particularly concerned with demonstrating what lessons could be learnt from the comprehensive planning policies of the USSR, though since only some aspects of the Soviet economy are directly relevant to most developing economies – there is, of course, no private sector – most of the discussion is about what is relevant: the techniques of planning, for instance. Thirteen papers were presented; in the published version they are first summarized then printed as delivered. There is a short bibliography.

Challenge of the Changing North: A Preliminary Study, by the Northern Economic Planning Council. (92 pages. 18s. 6d., by post 19s. 6d., from HMSO and Government bookshops.) Last year the Department of Economic Affairs published studies of the North West and West Midlands Economic Planning Regions, but this and future regional studies are being sponsored by the local Regional Planning Councils. The Council explain what changes the Northern Region is now experiencing and can expect: employment, for example, no longer so greatly depends on the older basic industries, but is diversified; standards of living are higher; new building has altered the very look of the region; unemployment, however, has remained consistently above the national average. The challenge is to meet these changes and profit from them. The study recommends that the Government increase industrial expansion and relocation; that industry overhaul management, finance, training and plant so that the operation of all these aspects are as efficient as possible. Further recommendations deal with agriculture and forestry, industrial health, safety and welfare, office building, communications, transport, water supply, housing, public works, land reclamation, preservation of historic buildings and the needs of tourists. There are several tables and a pocket containing six maps. There is also a short version of the main conclusion of the study, called **Challenge to Northerners** (12 pages. 1s., by post 1s. 3d., 50 copies 45s., 100 copies 80s., from HMSO and Government bookshops).

Resale Price Maintenance, by J. F. Pickering (236 pages. Allen & Unwin Ltd. 35s.) After a short historical background the author takes the Restrictive Trade Practices Act 1956 as his starting point and investigates the extent of resale price maintenance (RPM) in Britain at that time and the effects of the prohibition of collective enforcement. The action taken by manufacturers in enforcing RPM is discussed and the importance of some recent court decisions in assisting them is shown. In some trades RPM has been rendered ineffective by various means of concealed price cutting, such as trading stamps, and a chapter is devoted to this aspect. In other trades, RPM has broken down since 1956 and the author considers the consequences, especially in relation to the grocery trade where price cutting has become extensive. Dr. Pickering critically examines the work of the Monopolies Commission and the Restrictive Practices Court as expressed in the reports of various monopoly investigations and examination of several restrictive trading agreements. In a final chapter recent developments arising out of the Resale Prices Act 1964 are considered, and the suggestion made that the possibility of benefits being passed on to the consumer depends not so much on the attitude of the Restrictive Practices Court as on the structure of the distributive trades.

ANGLO-PERUVIAN TRADE BULLETIN

A regular monthly printed commercial bulletin is now being produced under the joint auspices of HM Embassy and the Peruvian British Trade Centre. The bulletin is distributed free. Firms in Britain who may have interests in the Peruvian market are invited to advertise in this bulletin. Details, Embajada Britanica, Casilla 854, *Lima.*

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Exchange visits between young workers in Wales and Germany were suggested by the German Ambassador to Britain, Herr Herbert Blankenhorn, after touring the South Wales Switchgear factory at Blackwood, Monmouthshire. The picture shows the Ambassador talking to a young craft apprentice in the Company's training school. On his right is Mr. A. J. Nicholas, chairman and managing director of SWS. Also in the picture is Mr. P. W. Day, head of the training school.

With current orders for cotton spinning machinery destined for 40 overseas countries the Platt Group of Stone-Platt Industries have completed a £30,000 extended and improved outfitters training school at Howard & Bullough Ltd., Accrington. The school will train some 100 outfitters each year who travel the globe erecting machinery in customers' mills. The school will train some 50 engineers each year also from customers' mills.

BNEC—The First 2 Years and The Task Ahead. (24 pages. Available free from the British National Export Council, 6/14 Dean Farrar Street, London, S.W.1.) 'The British National Export Council was established for an initial period of 3 years in 1964 as a partnership between industry and Government for the purposes of stimulating the growth of our exports, and of bringing together under one central organization the bodies concerned with the promotion of British exports to various parts of the world'. Having passed the halfway stage of the initial three-year period, the BNEC is now issuing this report on its progress to date and on the tasks that lie ahead. It deals with the main action taken or contemplated on the co-ordination of national export effort, and the removal or mitigation of impediments to exports and action on specific schemes to assist them. There are seven pages of graphs showing data concerning British exports, followed by accounts of the activities of the BNEC Area Organizations and a description of the BNEC Missions Section.

Room to Breathe. A Study of Swindon as an Area for Office Decentralization. (20 pages. Available free from the Civic Offices, Swindon, Wiltshire). A new booklet, designed to encourage businesses to move to the town, published by Swindon Corporation.

SIMA: its Role, its Structure, its Activities. (27 pages. Available free from Scientific Instrument Manufacturers' Association of Great Britain, SIMA House, 20 Peel Street, London, W.8). This attractively produced booklet describes the functions of SIMA and gives brief information on the Council, its committees and the specialized groups.

Other publications

CAMARA DE INDUSTRIA DE GUATEMALA 1966-67. Director io Industrial Clasificado. 154 pages. Camara de Industria, 3a Avenida 12-22, Zona 1, Guatemala.

LLOYD'S CALENDAR 1967. 754 pages. Lloyd's, London, E.C.3. 18s. 6d., by post 20s. inland, 20s. 6d. abroad.

MANUFACTURERS' DIRECTORY OF THE PHILIPPINES 1966. The Machinery Dealers' Association of the Philippines, PO Box 508, Manila.

NETHERLANDS. July 1966. *Economic Surveys by the OECD.* 54 pages. 5s., by post 5s. 5d., from HMSO and Government bookshops.

SUDAN TRADE DIRECTORY 1966-67 (8th edition). Including Classified Trade Index. 108 pages. Diplomatic Press and Publishing Co., 13 Cotswold Gardens, London, N.W.2. 40s.

Management and Control of Business Records. (16 pages. Business Archives Council, Ormond House, 63 Queen Street, London, E.C.4). When we reviewed this publication on October 7 we gave the price as 4s.; the correct price, however, is 5s.

Finance Houses Association List of Members. September 1966. 8 pages. In our notice of this publication on October 21 we gave the address of the Finance Houses Association as 15 Queen Anne's Gate, London, S.W.1; the correct address is in fact 14 Queen Anne's Gate.

DR J. F. PICKERING

Resale Price Maintenance

Considers in detail the extent and practice of resale price maintenance in modern Britain. Throughout the emphasis is on discovering the way it has worked rather than arguing for or against it. This is the first authoritative statement on this controversial subject which explains, in detail, the development of the Restricted Practices Act on which previously there has been all too little first-hand research.

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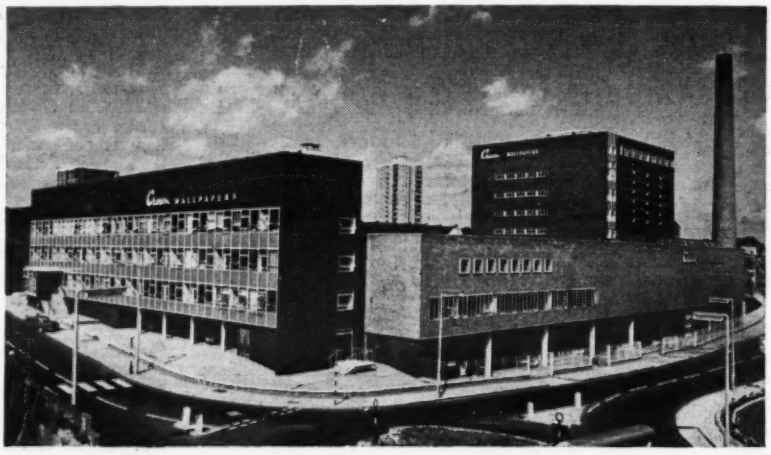

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Government surplus sales by auction

MINISTRY OF DEFENCE

1966	Stores	Location	Auctioneers
Nov. 9	**Aircraft and aero engine spares, Miscellaneous Stores.**	**No. 16 Maintenance Unit, R.A.F. Stafford**	**South & Stubbs (Dept. L) 28 Estgate Street, Stafford. (Tel. Stafford 2331.)**

Aircraft and aero engine spares: Miscellaneous aircraft spares, including blanket thermals; shackles; cable; fuel pipes; ignition cable and harness; pressure gauges; end rollers; aero engine support rings; cylinder plates and elements; manifolds; gearboxes; ejector nozzles; heat shields; oil pumps; starters; miscellaneous instruments including runway lights and meters; aircraft tools and a large assortment of other spares.

Miscellaneous stores: Standard 18 h.p.; Austin K5 and Caterpillar D8 engines; Land Rover, Austin and Vanguard and AEC spares; Coles crane spares; Sykes portable water pumps with petrol motors; hydraulic jacks 25 tons; scrap batteries; miscellaneous MT spares; parachute fittings; Cooke, Troughton and Simms theodolites; Stanley, Watts and Ottway theodolites; miscellaneous plant spares; aluminium boxes; wooden crates and boxes; pulley blocks and chains; radar and radio spares; 5 tons scrap tyres; miscellaneous furniture including office tables; airmen's lockers; steel cupboards and lockers; easy and armchairs; Windsor chairs; kitchen tables; dressing tables; wardrobes; kitchen crockery; curtains and covers; blankets; pillows; household equipment; holdalls, signal satchels; rubber and canvas hose etc.

Nov. 17	**Aircraft spares, miscellaneous stores, including:**	**No. 25 Maintenance Unit, R.A.F. Hartlebury, Worcs.**	**Nock & Joseland (Dept. L) 65 Coventry Street, Kidderminster, Worcs. (Tel. Kidderminster 2053.)**

Powered flying control and flight refuelling equipment; rubber dinghies; aircraft wheels; parachute assemblies; brake units; motors; trailer chassis; friction plates; cameras and photographic equipment; film and bromide paper; power distribution stands; generators; regulators; transformers rectifiers; actuators; inverters; EMI recorders; RCA receivers; wooden cases and crates; steel pallets; webbing equipment; pedestal and various lamps; furniture; clothing, including greatcoats; raincoats; blouses; trousers; khaki drill; shirts, underwear etc; footwear; and a large assortment of general stores.

Nov. 22	**Miscellaneous stores, clothing and textiles**	**Royal Ordnance Factory, Royal Arsenal, Woolwich, London, S.E.18.**	**Fuller, Horsey, Sons & Cassell (Dept. L) 10 Lloyds Avenue, London, E.C.3. (Tel. Royal 4861.)**

Miscellaneous stores: Ottway 7 x 50 telescopes and monoculars; Ross 7 x 50 prismatic binoculars and monoculars; Barr & Stroud 7 x 50 prismatic binoculars; 7 tons of spares for Mather & Platt and Duke & Ockendon centrifugal water pumps; Sulzer and Tangye self propelling pumps; Allen 'Sheepsfoot' roller; Aveling Barford road roller (2½-ton petrol driven); Parker petrol driven portable concrete mixer; Coventry Climax diesel driven fork lift trucks; spares for Chrysler 'Crown' 26 hp petrol engines; 6 grit spreading machines (4- and 5-ton capacity); portable drilling machines; electric drills; buffers and grinders; hand drills; welding machines; hand presses; pneumatic head cutter; wooden 30 ft. and 35 ft. extending ladders; steel lockers; metal racks; wireless spares; photographic equipment; miscellaneous tool kits and tools; blocks and tackle; wooden cases; 5 tar and bitumen oil fired heaters; 4 Johnson 22 hp outboard motors; Nissen hutting sections; motor driven ventilating fans; steel 4-way stacking pallets; electric cable; theodolites; stop and pocket watches; 3,650 straight and curved corrugated iron sheets; Rolls-Royce UNE 4-cylinder and Bedford 6-cylinder engines; Mann Egerton 35 cwt portable hand operated workshop cranes; various welding rods; MT spares; large quantity of furniture and kitchenware.

Clothing and textiles: KD trousers and shorts; leather jerkins; rainproof coats, smocks, capes, hoods and trousers; pyjama suits; khaki shirts; battle dress blouses; woollen and cotton drawers, vests and jerseys; men's and women's greatcoats; white and coloured blankets; woollen gloves, stockings and socks; mattresses; sleeping bags; carpets; rugs; web packs; kit bags; men's ankle boots and shoes; old canvas, tentage, hessian and webbing.

Catalogues of the above sales may be obtained from the relevant auctioneers 14 days prior to the date of sale, price 1s. 0d. (postal order only).

SALES BY TENDER

Boiler House

Complete, comprising 8 Lancashire boilers 30 ft. x 9 ft., 200 PSI; chain grate stokers; coal handling plant and ancillary equipment; transporter crane (travelling) with running girders and mechanical grabs, overall length 180 ft.

Location: Royal Ordnance Factory, Royal Arsenal, Woolwich, S.E.18.

Applications for Tender Forms to be made to Factory Director at above address. Permission to view on presentation of Tender Form only. Tenders to be returned by 10 a.m. November 29, 1966.

Machine Tools

Pillar drill; plain, crankshaft and bench grinders; turret and centre lathes; horizontal and vertical millers; engraving machines; hacksaws; woodworking machines and welders.

Location: Technical Stores Depot, RSSD Old Dalby, Leics.

Applications for Tender Forms to Ministry of Defence (AD), Directorate of Sales (Sales 4bii), First Avenue House, High Holborn, London, W.C.1. Permission to view on presentation of Tender Form only. Tenders to be returned by 10 a.m. November 17, 1966.

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Statistics

The economy: selected indicators

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	GROSS DOMESTIC PRODUCT (expenditure estimates)	INDEX OF INDUSTRIAL PRODUCTION	CONSUMERS' INCOME AND EXPENDITURE				FIXED CAPITAL EXPENDITURE					CHANGES IN STOCKS			
			Personal disposable income	Total consumers' expenditure		Retail sales	Total	Selected components				Total	Selected components		
								Manufacturing industry	Distributive and service industries	Dwellings	Public sector excluding dwellings		Manufacturing industry	Wholesalers	Retailers
	at 1958 prices		at current prices		at 1958 prices	at 1961 prices	at 1958 prices					at 1958 prices			
Base of index	1958	1958	1958	1958	1958	1961	1958	1958	1958	1958	1958	series shown in £ million			
Value in base year, £m.	20,091	—	16,073	15,365	15,365	9,140	3,485	922	688	587	1,212				
1961	113	114	122	116	111	100	130	130	138	139	122	+326	+224	+36	+29
1962	114	115	127	123	114	100	129	119	134	143	125	+ 77	+ 22	+22	+14
1963	118	119	135	130	119	103	131	104	144	146	131	+216	+113	+29	+55
1964	125	128	145	139	123	106	153	117	170	186	150	+562	+335	+72	+47
1965	128	132	154	148	126	108	159	127	168	190	156	+346	+202	+19	+57
1964															
4th quarter	127	130	148	143	125	107	159	124	177	191	154	+151	+ 76	+30	+15
1965															
1st quarter	128	132	152	146	127	108	160	131	168	193	157	+ 52	+ 29	—10	+12
2nd quarter	127	131	153	145	124	107	158	122	172	187	157	+ 96	+ 80	— 5	+ 7
3rd quarter	128	132	155	149	125	108	157	128	160	190	153	+129	+ 75	+21	+20
4th quarter	129	133	157	151	126	109	160	128	170	190	155	+ 69	+ 18	+13	+18
1966															
1st quarter	130	134	164	156	130	110	158	130	165	182	153	+ 65	+ 42	N/C	+17
2nd quarter	129	133	161	156	129	110	160	124	166	182	161	+ 57	— 10	—15	+28
1966															
March		135													
April		134				110									
May		133				110									
June		132				111									
July		134*				109									
August		135*				110									
						109									

	ORDERS		PRICES AND COSTS					LABOUR						
	Engineering industries: orders on hand	Textiles and clothing industries: orders on hand†	Index of retail prices		Wholesale price index: non-food manufacturing industry:		Hourly wage rates: all industries and workers†	Wholly unemployed excluding school leavers	Unfilled vacancies for adults	Civil employment	IMPORTS	EXPORTS	BALANCE OF PAYMENTS: current balance
			Index†	% change on year earlier	Basic materials and fuel used†	Manufactured products: home sales†							
	at 1958 prices							Mid-month or monthly average		Quarter or quarterly average	at current prices		
Base of index	Dec. 1958	Apr. 1959	Jan. 17, 1956 (Derived series from January 1963)		1954	1954	Jan. 31, 1956	Series shown in thousands			1958	1958	series shown in
Value in base year, £m.	..	..	—		—	—	—				3,836	3,250	£ million
1961	122	104	114·5	+3·4	104·4	119·1	130·3	305	213	24,072	119	117	— 5
1962	117	100	119·3	+4·2	103·0	120·6	136·3	422	149	24,208	121	120	+101
1963	136	117	121·7	+2·0	104·5	121·4	141·3	500	144	24,267	130	130	+107
1964	162	124	125·7	+3·3	108·6	124·7	148·5	361	221	24,606	148	136	—393
1965	165	121	131·8	+4·9	110·6	129·5	157·9	309	265	24,837	150	145	—104
1964													
4th quarter	162	124	127·6	+4·5	109·9	126·3	150·9	330	242	24,764	149	139	— 94
1965													
1st quarter	167	121	128·8	+4·5	109·7	128·3	153·8	306	253	24,742	143	141	— 6
2nd quarter	166	127	132·0	+5·2	111·0	129·1	156·2	304	274	24,800	152	141	— 67
3rd quarter	165	117	132·6	+4·8	110·5	129·9	159·9	321	265	24,837	153	147	— 41
4th quarter	165	121	133·5	+4·6	111·5	130·5	161·9	305	269	24,967	153	151	+ 10
1966													
1st quarter	164	122	134·4	+4·3	113·7	131·4	165·9	279	279	24,919	159	153	— 42
2nd quarter	161	127*	137·0	+3·8	116·8	133·1	168·1	282	282		155	145	—101
3rd quarter	.		137·5	+3·7	114·7*	133·7*	169·8	322	253		161	157	
1966													
March	164	122	134·7	+4·3	113·9	131·9	167·2	274	285		158	153	
April	162	123*	136·3	+3·6	116·2	132·7	167·8	279	286		157	153	
May	162	127*	137·2	+3·9	117·1	133·1	167·8	277	284		163	155	
June	161	127*	137·6	+3·9	117·0	133·4	168·7	290	275		146	127	
July	160*	123*	137·0	+3·5	116·7	133·8	169·7	305	268		165	151	
August	159*	115*	137·8	+3·8	114·1*	133·7*	169·8	318	255		164	163	
September			137·6	+3·6	113.1*	133·7*	169·8	344	235		154	159	
October								377	217				

* Provisional. † Not seasonally adjusted.

United Kingdom trade in the third quarter of 1966

(Provisional figures for United Kingdom trade in September were published in the Board of Trade Journal *dated October 21. This article provides further details of the main trends in trade this year.)*

IN THIS ARTICLE, the usual analysis of recent trends, based on comparisons between the last quarter's and earlier figures, is not possible.

Recent trends in United Kingdom overseas trade have continued to be obscured by the distortions to the monthly figures caused by the seamen's strike. In the course of the third quarter there was some making good of the shortfall in exports which had appeared in the June, and, to a lesser extent, the July figures, and much of the shortfall in imports in June appears to have been made good in the third quarter. The high totals for both exports and imports in the third quarter cannot be satisfactorily compared with either the low second quarter or with earlier periods.

Apart from a few sectors where a trend is clear despite the distortions in the figures, the brief commentary relates to the changes that have occurred between the first nine months of this year and the corresponding period of 1965. Even this comparison is partly distorted as the full effects of the shipping strike may not have completely worked themselves out.

The usual statistical analysis is shown in the accompanying tables in order to maintain the record, but all numerical comparisons involving figures for the last two quarters need to be treated with caution.

SUMMARY

The value of exports in the first nine months of this year was 6 per cent more than in the corresponding period of 1965. Imports, also, were 6 per cent higher between these two periods. The trade deficit in the first three quarters of 1966 was little changed compared with the same period in 1965.

Trade balance

The trade deficit in the first nine months of this year averaged £28 million a month compared with £27 million a month in the corresponding months of 1965.

Exports

In the first nine months of this year exports averaged £411 million a month (seasonally adjusted). The increase of 6 per cent as compared with the corresponding months of 1965 was most marked in exports to North America, particularly to the United States and to Europe. There was some decline, however, in shipments to the sterling area. Increased exports of ships, aircraft and non-electric machinery made a major contribution to the rise.

The seamen's strike has masked any clear evidence of recent changes, but there is some indication that exports to countries of Western Europe, and in particular the Common Market, may be falling below their pre-strike rate.

Imports

Imports averaged £506 million a month (seasonally adjusted) in the first nine months of this year. The rise, compared with the corresponding months of 1965, was also 6 per cent, but imports in the first four months of last year were markedly restrained under the initial impact of the temporary import charge which was then at 15 per cent. A major part of the rise this year was in imports of semi- and finished manufactures, with particularly large increases in capital goods among finished manufactures and in copper (due to higher prices) among the semi-manufactures. Imports of food and fuel were also moderately higher, but the value of imported basic materials was a little lower. There is some suggestion in the latest figures despite the blurring of trends caused by the seamen's strike, that imports of manufactures, especially finished manufactures, have fallen back.

Imports from all main sources were higher in the first three quarters of 1966, with big increases from industrial countries, especially in the Common Market and EFTA.

Table 1(A)

Seasonally adjusted values — £ million per month

	Exports f.o.b.	Imports c.i.f.	Re-exports f.o.b.	Trade Balance
1964	368	475	13	—45
1965	394	480	14	—23
1964 1st quarter	366	469	12	—41
2nd quarter	365	477	13	—46
3rd quarter	363	475	14	—51
4th quarter	376	478	13	—42
1965 1st quarter	383	458	13	—14
2nd quarter	381	485	13	—41
3rd quarter	399	489	15	—26
4th quarter	410	490	16	—12
1966 1st quarter	414	507	16	—26
2nd quarter	394	495	16	—36
3rd quarter	425	513	16	—23*
January	396	506	16	—48
February	432	508	17	— 7
March	415	507	15	—24
April	415	502	16	—20
May	422	520	17	—30
June	345	466	15	—57
July	408	527	14	—49*
August	440	524	17	—17*
September	429	491	15	— 2*

* Estimated.

Table 1(B)

Recorded values — £ million per month

	Exports f.o.b.	Imports c.i.f.	Re-exports f.o.b.
1964 1st quarter	371·4	477·7	12·8
2nd quarter	377·5	480·8	13·1
3rd quarter	338·7	460·4	12·0
4th quarter	382·9	479·7	13·3
1965 1st quarter	374·0	464·9	13·6
2nd quarter	401·7	487·0	14·0
3rd quarter	380·6	476·1	14·0
4th quarter	418·3	493·1	15·9
1966 1st quarter	422·2	514·9	16·9
2nd quarter	399·4	498·0	16·3
3rd quarter	400·9	499·7	14·1
January	378·0	524·4	14·8
February	412·7	472·0	15·6
March	476·4	549·1	20·3
April	384·5	496·0	15·5
May	440·7	508·2	17·3
June	373·6	493·7	15·6
July	395·8	517·6	12·6
August	403·6	493·8	15·2
September	406·4	495·2	13·7

UNITED KINGDOM TRADE, *continued*

AREA PATTERN OF EXPORTS

North America

Exports to North America increased throughout 1965 and were higher by nearly a quarter in January to September this year than in the same period last year. The growing demand by the United States for imports has continued, and our exports to that market this year were 22 per cent above the rate in 1965 as a whole and 50 per cent greater than in 1964. Deliveries of aircraft have been at a high level throughout this year, and exports of many classes of machinery to the United States are running well above their

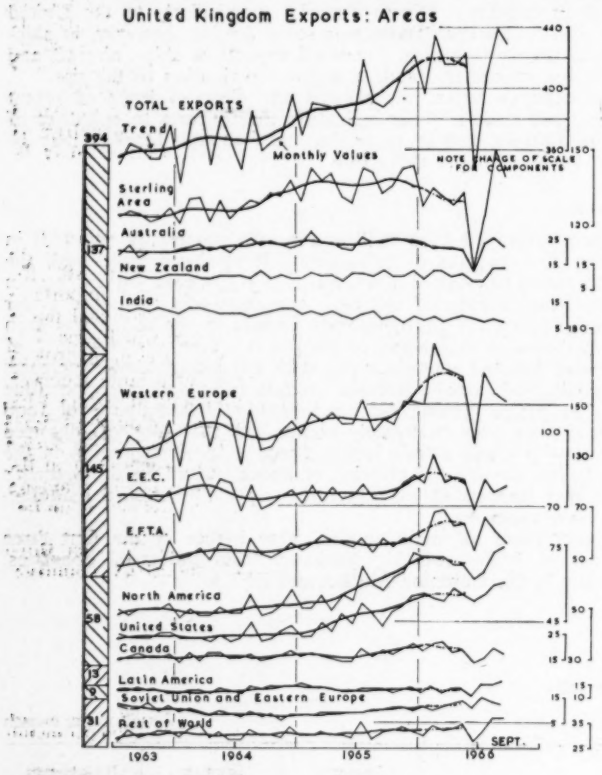


Table A: United Kingdom exports: areas (1)

Seasonally adjusted £ million f.o.b. monthly averages or calendar months

	1965			1966						
	Year	3rd qtr.	4th qtr.	1st qtr.	2nd qtr.	July	Aug.	Sept	2nd qtr.	3rd qtr.
Sterling area	137	138	140	130	121	123	149	139	121	137
Australia	23	24	24	22	18	22	25	22	18	23
New Zealand	10	11	11	11	10	8	13	13	10	11
India	10	10	8	8	8	7	8	7	8	7
Republic of South Africa	22	20	26	18	17	17	23	27	17	22
Irish Republic	15	15	14	14	14	15	17	16	14	16
Western Europe	145	145	148	162	152	162	154	152	152	155
EEC	75	75	78	83	76	80	75	77	76	77
EFTA	56	55	56	63	59	65	60	56	59	60
Other	14	14	15	16	16	16	19	19	16	17
North America	58	61	66	70	65	64	72	74	65	70
USA and Dependencies	42	43	47	50	50	50	54	55	50	53
Canada	17	17	19	20	16	15	19	17	16	17
Latin America	13	13	13	12	12	14	14	15	12	14
Soviet Union and Eastern Europe	9	10	10	11	12	14	12	11	12	12
Rest of World	31	32	33	32	33	32	37	37	33	35
Total	394	399	410	414	394	408	440	429	394	425

(1) From January 1966, Rhodesia has been excluded from the Sterling Area figures and included with the 'Rest of the World'.

Table 2

United Kingdom exports: Sterling Area

£ million f.o.b.
(*percentage change on a year earlier*)

	1st quarter 1966	2nd quarter 1966	3rd quarter 1966
Sterling Area:			
Commonwealth Europe	8·6 (+21)	7·2 (— 8)	8·0 (+ 3)
Cyprus	4·4 (+40)	3·4 (—11)	3·8 (— 3)
Other Western Hemisphere	23·6 (+16)	22·4 (+ 1)	21·7 (+ 8)
Jamaica	5·8 (+ 6)	5·6 (— 1)	5·9 (+11)
Trinidad	6·3 (+14)	5·4 (—19)	5·2 (—11)
Australasia and Pacific	101·5 (+ 0)	82·1 (—17)	101·6 (— 4)
Australia	67·3 (— 6)	51·9 (—21)	67·2 (— 5)
Seasonally adjusted	*65*	*53*	*68*
New Zealand	32·3 (+16)	28·7 (— 6)	33·0 (+ 0)
Seasonally adjusted	*33*	*29*	*33*
Commonwealth Asia	84·0 (— 6)	80·2 (—10)	74·6 (— 8)
India	24·9 (—19)	25·8 (—19)	19·6 (—29)
Seasonally adjusted	*24*	*25*	*22*
Pakistan	13·4 (— 3)	13·1 (— 1)	11·0 (+ 4)
Ceylon	6·1 (+20)	5·8 (+30)	6·0 (+34)
Malaysia (1)	12·9 (+7)	11·8 (—11)	12·0 (—2)
Singapore (1)	10·5	9·3	9·4
Hong Kong	15·5 (—11)	14·0 (— 9)	16·2 (+ 1)
Commonwealth West Africa	28·9 (— 4)	21·3 (—19)	26·5 (—21)
Sierra Leone	2·4 (—15)	2·2 (—12)	2·2 (— 8)
Ghana	7·7 (— 1)	4·2 (—13)	7·2 (—46)
Nigeria	18·1 (— 3)	14·4 (—22)	16·6 (— 4)
Other Commonwealth Africa			
Zambia (2)	22·8 (+27)	24·0 (+13)	27·2 (+37)
Malawi (2)	5·6 (+79)	7·1 (+82)	6·2 (+53)
Rhodesia (2)	1·3(+101)	1·7(+110)	1·5 (+61)
Tanzania	3·6 (+43)	3·3 (+17)	3·7 (+27)
Kenya	8·4 (+ 1)	8·6 (— 7)	11·3 (+35)
Mauritius	1·4 (—11)	1·0 (—47)	1·4 (+ 7)
Commonwealth Middle East	7·9 (+ 7)	7·0 (—18)	7·2 (+ 1)
Aden	3·8 (+ 9)	3·2 (— 7)	3·2 (— 7)
Bahrain	2·0 (+ 0)	1·7 (—44)	1·7 (—10)
Non-Commonwealth Middle East	14·8 (+41)	18·5 (+47)	13·9 (+ 6)
Libya	6·9 (+55)	6·9 (+30)	6·8 (+22)
Jordan	2·0 (+27)	2·4 (+15)	2·3 (+ 5)
Kuwait	5·2 (+23)	8·4 (+74)	4·4 (— 8)
Other Sterling Area	106·2 (— 3)	96·1 (—19)	112·3 (+ 7)
Irish Republic	44·6 (+ 6)	41·6 (—14)	44·4 (+ 3)
Seasonally adjusted	*43*	*41*	*47*
Iceland	1·6 (+33)	2·1 (+ 6)	1·8 (+ 8)
Republic of South Africa	58·3 (— 8)	50·0 (—23)	63·4 (+10)
Seasonally adjusted	*55*	*50*	*67*
South West Africa	0·3 (—63)	0·3 (—27)	0·3 (—30)
Burma	1·4 (—33)	2·0 (—23)	2·4 (+17)
Total Sterling	398·3 (+ 1)	358·7 (—11)	393·0 (— 2)
Seasonally adjusted	*391*	*364*	*410*

(1) Separate figures not available for 1965.
(2) Trade to Rhodesia has been included with Africa Other Non-Sterling as from January 1966.
Percentage changes have been calculated on comparable figures.

OVERSEAS CABLES

The attention of British firms is drawn to the necessity of including their name and full postal address when cabling an overseas firm for the first time. There is no comprehensive directory of cable addresses, and commercial departments in British Embassies are often unable to help local firms who ask them to trace British firms from their cable address.

Table 2, *continued*

United Kingdom exports: Non-Sterling Area

£ million f.o.b.
(percentage change on a year earlier)

	1st quarter 1966	2nd quarter 1966	3rd quarter 1966
Non-Sterling Area:			
North America	194·9 (+40)	207·1 (+17)	204·6 (+15)
Seasonally adjusted	*210*	*194*	*211*
Canada	53·0 (+30)	54·4 (+ 7)	48·4 (— 5)
Seasonally adjusted	*60*	*48*	*51*
United States & Deps.	142·0 (+45)	152·7 (+21)	156·3 (+23)
Seasonally adjusted	*149*	*150*	*159*
Western Europe	501·8 (+19)	467·0 (+ 2)	429·3 (+ 5)
Seasonally adjusted	*485*	*456*	*466*
EFTA			
including Finland	196·7 (+19)	183·3 (+ 3)	163·7 (+ 6)
Seasonally adjusted	*189*	*178*	*181*
Finland	18·6 (+17)	20·2 (— 5)	17·7 (+ 6)
Sweden	65·7 (+22)	59·3 (+ 2)	45·7 (— 8)
Seasonally adjusted	*63*	*57*	*53*
Norway	27·8 (+27)	24·3 (+ 7)	22·8 (+21)
Denmark & Greenland	34·7 (+ 3)	33·4 (+ 4)	31·1 (+10)
Switzerland & Liechtenstein	27·4 (+28)	25·2 (+ 8)	24·6 (+11)
Portugal, Azores & Madeira	13·0 (+26)	10·5 (— 0)	12·1 (+27)
Austria	9·4 (+27)	10·4 (+14)	9·8 (+15)
EEC	256·4 (+17)	231·2 (— 2)	217·1 (+ 2)
Seasonally adjusted	*248*	*229*	*232*
Western Germany	69·5 (+20)	60·6 (— 8)	57·8 (—10)
Seasonally adjusted	*66*	*61*	*61*
Netherlands	53·7 (+14)	48·2 (— 3)	44·7 (— 1)
Seasonally adjusted	*51*	*48*	*48*
Belgium & Luxembourg	50·7 (+20)	42·4 (— 5)	42·7 (+13)
Seasonally adjusted	*49*	*43*	*48*
France	51·6 (+15)	50·1 (+ 7)	42·3 (+ 3)
Seasonally adjusted	*49*	*47*	*47*
Italy	30·9 (+18)	29·8 (+ 1)	29·6 (+18)
Seasonally adjusted	*30*	*29*	*32*
Other Western Europe: Spain, Canary Islands and Spanish Ports in North Africa	29·1 (+42)	28·3 (+ 7)	26·9 (+16)
Other	19·6 (+17)	24·3 (+37)	21·6 (+22)
Soviet Union and Eastern Europe	34·1 (+38)	34·5 (+27)	35·2 (+26)
Seasonally adjusted	*32*	*35*	*37*
Soviet Union	12·8 (+37)	14·2 (+19)	11·4 (— 1)
Other	21·3 (+39)	20·3 (+32)	23·8 (+46)
Latin America	37·5 (—16)	34·0 (— 8)	41·9 (+11)
Seasonally adjusted	*36*	*35*	*43*
Venezuela	5·9 (— 7)	5·4 (— 5)	6·5 (+ 4)
Argentine Republic	5·3 (—30)	4·5 (—30)	6·7 (+11)
Other	26·3 (—15)	24·1 (— 3)	28·7 (+13)
Other Non-Sterling	100·1 (+ 1)	97·1 (— 5)	98·6 (+10)
Seasonally adjusted	*96*	*100*	*105*
Middle East	51·7 (+18)	49·2 (+ 4)	49·1 (+ 8)
Israel	15·3 (+27)	12·2 (—12)	12·9 (— 7)
Africa	8·7 (—57)	6·8 (—58)	8·3 (—44)
Asia	33·0 (+14)	34·9 (+12)	34·8 (+13)
Japan	13·6 (+10)	15·1 (+20)	16·6 (+27)
Seasonally adjusted	*13*	*14*	*17*
Extra European Possessions of European Countries	6·7 (+ 6)	6·1 (—13)	6·4 (+ 3)
Total Non-Sterling	868·4 (+19)	839·6 (+ 5)	809·6 (+ 9)
Seasonally adjusted	*859*	*820*	*863*

rate in 1965. Exports to Canada, which also grew strongly toward the end of 1965, were 9 per cent higher this year than in the period January to September 1965.

Western Europe

The sharp rise in exports to Western Europe towards the end of 1965 continued into 1966, and in the first nine months of this year these exports were on average 9 per cent higher than in the same period last year. Growth to the EFTA market was particularly strong; some of the rise was due to exports of ships to Sweden, Norway and Denmark. The pattern of trade to EEC was more varied; exports to France and Italy were 9 and 12 per cent higher respectively than their levels in the first three quarters of 1965. A similar increase in exports to Belgium and Luxembourg was partly due to a rise in diamond exports. The rise in exports to the Netherlands was rather less, and there was a decline in exports to Western Germany since the middle of the year which it seems unlikely can be attributed to trade delayed by the seamen's strike.

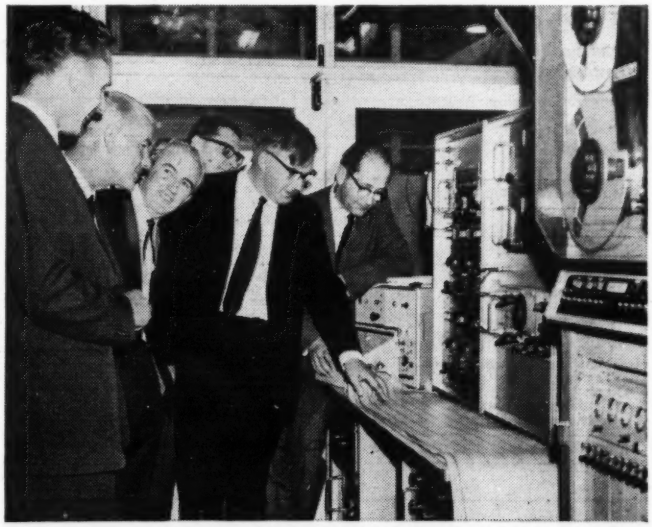
Sterling area

Exports to the sterling area, which flattened in 1965 after several years of strong growth, were lower this year, reflecting the reduced import demand by the area. Contributing to the decrease were reduced exports to South Africa, which were 8 per cent less in January to September this year than in the same period last year, despite deliveries of aircraft in September, exports to Australia were also lower, by 11 per cent, whilst exports to India showed a fall of 22 per cent, continuing the decline which started in 1965. Exports to Ghana and Nigeria have also fallen this year; this is partly accounted for by deliveries of aircraft to Ghana in 1965 which have not been repeated this year.

Some exports to sterling area countries have been higher this year. Deliveries of aircraft to Kuwait and a sharp increase in exports to Libya contributed to growth in exports to Middle East sterling countries. Exports to Zambia are running substantially higher in 1966 than 1965, and there have also been increases in trade to the Caribbean countries.

Rest of world

In the first nine months of 1966 exports to the Soviet Union and Eastern Europe were 30 per cent above their level in the corresponding period of 1965. Other areas to show increases were Japan, non-sterling Asia and the Middle East.



During a visit to AEI's Trafford Park Works, Manchester, Mr. A. W. B. Coady, chairman, and Mr. F. Brady, of the Electricity Commission of New South Wales, Australia, were shown this new harmonic analysis equipment developed for investigational work on turbine blading. Picture shows (left to right): Mr. A. O. Ahlquist, commercial manager, turbine generator division; Mr. A. W. B. Coady; Mr. F. Brady; Mr. A. L. Morokoff, commercial general manager, AEI, Australia; Dr. A. W. Crook, chief engineer, Advance Turbine Development, and Dr. A. Frankel, chief mechanical engineer, turbine generator division.

UNITED KINGDOM TRADE, *continued*

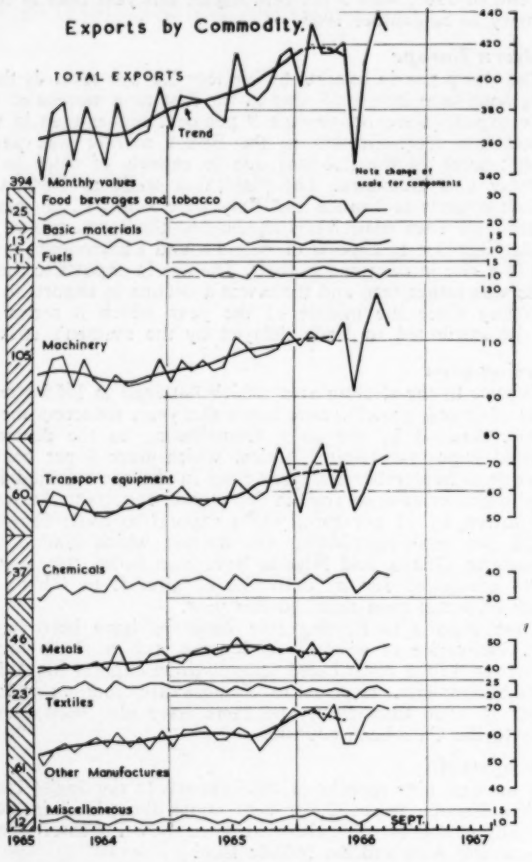


Table B: United Kingdom exports: commodity classes

Seasonally adjusted £ million f.o.b. monthly averages or calendar months

	1965			1966						
	Year	3rd qtr.	4th qtr.	1st qtr.	2nd qtr.	July	Aug.	Sept	2nd qtr.	3rd qtr.
Food, beverages and tobacco	25	26	26	28	26	25	25	25	26	25
Basic materials	13	13	13	13	13	13	13	14	13	13
Fuels	11	11	11	12	11	12	9	12	11	11
Manufactures	333	337	347	348	332	348	381	368	332	364
Non-electric machinery	78	82	83	83	81	87	96	88	81	90
Electric machinery	28	28	28	28	26	28	31	29	26	30
Road motor vehicles	47	47	49	47	46	49	58	46	46	51
Other transport equipment	13	12	19	20	16	12	13	25	16	16
Chemicals	37	37	37	37	37	37	41	40	37	39
Metals and misc. metal mfrs.	46	48	47	45	44	46	47	48	44	47
Textiles	23	23	23	21	21	23	23	21	21	22
Other	61	59	64	68	62	67	71	70	62	69
Clothing and footwear	5	5	6	5	5	5	6	6	5	6
Instruments	8	9	9	9	9	8	9	9	9	9
Miscellaneous	12	13	12	13	12	12	15	13	12	13
Total	394	399	410	414	394	408	440	429	394	425

OPPORTUNITIES FOR EXPORTERS

Details of inquiries for United Kingdom products by overseas buyers, contracts open for tender, and agents wishing to represent United Kingdom firms, are published each week in the Board of Trade Journal *under the heading 'Information for Exporters'. Fuller information is also provided in the* Export Service Bulletin, *which is published by the Export Services Branch of the Board of Trade.*

COMMODITY PATTERN OF EXPORTS

Most categories of exports were higher in the first nine months of this year than in the same period in 1965. The main contributions to the average rise of £22 million a month were from exports of a wide range of non-electric machinery and high deliveries of aircraft and ships. Exports of aircraft averaged £5 million a month more than in the first nine months of last year; of this, £3 million a month was in deliveries to the United States.

Exports of food, drink and tobacco were running at 9 per cent above their average rate in January to September last year. Much of this rise was due to high exports of barley to Western Europe this year.

Exports of textiles, metals and fuel categories so far this year have been lower on average than in January-September 1965. Exports of textiles have been lower by 8 per cent, and a fall in exports of iron and steel was only partially offset by the increased value of exports of non-ferrous metals, especially copper. As a result of the continued fall in shipments of coal, exports of fuels fell by 2 per cent.

The distortions produced by the seamen's strike make it difficult to identify with any confidence movements in the commodity patterns of exports in recent months.

Table 3

United Kingdom exports: Machinery and transport equipment

£ million f.o.b.
(*percentage change on a year earlier*)

	1st quarter 1966	2nd quarter 1966	3rd quarter 1966
Machinery other than electric	262·3 (+20)	250·7 (+ 5)	249·6 (+ 9)
Seasonally adjusted	*249*	*242*	*269*
Aircraft engines	15·9 (+15)	20·4 (+45)	17·9 (+39)
Internal combustion engines other than aircraft	27·9 (+14)	25·5 (—10)	24·1 (— 1)
Other power generating equipment	7·8 (+ 7)	5·6 (—13)	7·1 (+ 4)
Tractors	29·2 (+72)	28·2 (+ 6)	25·4 (— 7)
Other agricultural machinery	8·6 (+16)	8·9 (— 2)	6·8 (+ 8)
Office machines	18·8 (+68)	16·2 (+66)	20·2 (+96)
Metal working machinery	14·4 (— 5)	13·2 (—20)	13·2 (—26)
Textile leather machinery	26·0 (+19)	23·7 (+ 9)	21·5 (+ 0)
Machines for special industries	31·5 (+ 6)	29·3 (—11)	31·1 (+ 1)
Heating and cooling equipment	9·1 (+19)	10·5 (+19)	11·9 (+37)
Pumps, centrifuges, etc.	13·8 (+13)	11·6 (—12)	12·3 (+ 2)
Mechanical handling equipment	11·6 (— 1)	10·4 (+ 2)	11·2 (+20)
Other machinery	47·8 (+23)	47·3 (+14)	47·0 (+14)
Electrical machinery	86·9 (+ 6)	79·4 (— 9)	82·0 (+ 6)
Seasonally adjusted	*84*	*79*	*89*
Electric power machinery	13·9 (+14)	11·4 (— 6)	11·7 (+ 2)
Switchgear	9·1 (— 1)	8·2 (—15)	8·7 (— 3)
Electric distribution equipment	8·8 (+11)	8·4 (—10)	9·8 (+12)
Televisions, radios	2·1 (+ 8)	1·7 (—15)	1·6 (— 2)
Other telecommunication equipment	19·5 (+ 8)	18·3 (—10)	19·9 (+18)
Domestic electric equipment	7·2 (—15)	5·9 (—29)	6·2 (—15)
Other electrical machinery	26·4 (+ 8)	25·5 (+ 1)	24·0 (+ 8)
Transport equipment	204·9 (+17)	199·9 (+ 9)	185·3 (+10)
Road motor vehicles	146·5 (+ 6)	145·8 (— 4)	139·7 (+ 5)
Seasonally adjusted	*140*	*137*	*153*
Cars and chassis	60·4 (— 3)	64·8 (— 6)	58·4 (— 1)
Commercial vehicles and chassis	35·1 (+11)	32·2 (— 6)	34·1 (+11)
Aircraft and parts	29·2 (+91)	36·9(+109)	28·3 (+50)
Ships and boats	17·8 (+61)	7·3 (+77)	8·9 (+34)
Machinery and transport equipment	554·1 (+17)	530·0 (+ 4)	516·9 (+ 9)
Seasonally adjusted	*532*	*506*	*558*

Table 4

United Kingdom exports: Other manufactures
£ million f.o.b.
(percentage change on a year earlier)

	1st quarter 1966	2nd quarter 1966	3rd quarter 1966
Chemicals	114·9 (+ 7)	112·3 (— 1)	113·7 (+ 6)
Seasonally adjusted	*112*	*112*	*118*
Chemical elements and compounds	26·9 (— 1)	26·8 (— 5)	26·3 (+ 0)
Dyeing, tanning and colouring materials	13·4 (+ 3)	13·8 (+ 0)	12·7 (— 6)
Medicinal and pharmaceutical products	18·1 (+13)	17·3 (+ 1)	18·6 (+11)
Essential oils, toilet, polishing and cleaning preparations	9·0 (+ 9)	9·8 (+ 7)	9·8 (+ 8)
Fertilizers	2·3 (—14)	1·3 (—32)	1·9 (— 0)
Plastic materials	22·4 (+13)	22·0 (+ 9)	20·4 (+ 6)
Manufactured goods classified chiefly by material	313·2 (+ 8)	290·8 (— 8)	303·1 (+ 5)
Seasonally adjusted	*306*	*289*	*325*
Leather, leather manufactures, etc.	8·3 (+15)	8·5 (+ 9)	7·6 (+ 4)
Rubber manufactures	12·0 (+ 4)	11·7 (— 5)	11·1 (+ 0)
Wood and cork manufactures, etc.	1·2 (—13)	1·1 (—27)	1·1 (—22)
Paper	13·4 (+ 7)	12·4 (— 0)	12·9 (+ 7)
Textile manufactures	66·1 (— 4)	61·3 (—12)	63·3 (— 7)
Seasonally adjusted	*63*	*62*	*66*
Wool yarns and woven fabrics	21·4 (+ 1)	20·2 (— 9)	20·3 (—12)
Cotton yarns and woven fabrics	9·3 (—14)	8·3 (—23)	9·8 (— 3)
Man-made fibre yarns and woven fabrics	14·0 (—12)	13·0 (—13)	12·9 (— 5)
Miscellaneous textile manufactures	21·4 (+ 4)	19·8 (—10)	20·3 (— 4)
Non-metallic mineral manufactures, n.e.s.	76·9 (+27)	61·3 (— 4)	76·5 (+46)
Pottery and glass	10·6 (+ 6)	10·6 (+ 1)	11·1 (+ 3)
Precious stones	57·1 (+36)	42·1 (— 5)	56·7 (+74)
Iron and steel	52·2 (— 4)	53·4 (—14)	50·3 (—11)
Non-ferrous metals	44·4 (+23)	44·2 (— 2)	44·4 (+ 8)
Miscellaneous metal manufactures	38·7 (+ 4)	36·9 (—10)	35·8 (— 7)
Miscellaneous manufactured articles	91·2 (+14)	87·2 (— 1)	93·2 (+ 2)
Seasonally adjusted	*94*	*90*	*92*
Clothing and footwear	15·6 (+12)	13·4 (+ 1)	18·8 (+ 0)
Seasonally adjusted	*16*	*16*	*17*
Scientific instruments	28·6 (+26)	27·8 (+ 5)	25·8 (+ 5)
Seasonally adjusted	*28*	*27*	*27*
Printed matter	12·2 (+ 7)	11·9 (— 4)	13·2 (+ 1)

(Continued on next page)

Table 5

Other exports

£ million f.o.b.
(percentage change on a year earlier)

	1st quarter 1966	2nd quarter 1966	3rd quarter 1966
Food and live animals	46·9 (+32)	40·2 (+ 3)	35·4 (— 7)
Seasonally adjusted	*45*	*43*	*37*
Live animals	7·6 (+ 8)	6·0 (—51)	3·8 (—60)
Cereals and cereal preparations	11·4 (+21)	10·1 (+121)	8·9 (+71)
Sugar and sugar preparations	5·2 (—25)	4·9 (—12)	5·6 (— 0)
Beverages and tobacco	32·6 (+24)	36·0 (+ 7)	37·4 (— 1)
Seasonally adjusted	*38*	*35*	*38*
Whisky	24·1 (+30)	26·8 (+ 9)	27·3 (— 3)
Tobacco and tobacco manufactures	5·3 (+13)	5·0 (+ 3)	5·8 (+ 5)
Crude materials and animal and vegetable oils and fats	40·0 (+ 6)	39·6 (+ 4)	35·8 (— 1)
Seasonally adjusted	*36*	*38*	*39*
Wool tops	7·5 (— 3)	7·4 (+ 4)	6·7 (— 2)
Other textile fibres	15·5 (+10)	15·1 (+ 9)	12·1 (—12)
Mineral fuels, lubricants and related materials	37·9 (+ 2)	29·9 (— 4)	30·3 (— 5)
Seasonally adjusted	*36*	*32*	*33*
Coal, coke and briquettes	6·3 (—13)	4·0 (—27)	4·7 (—18)
Petroleum products	29·3 (+ 8)	23·7 (+ 4)	23·5 (— 1)

(Continued on next page)

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UNITED KINGDOM TRADE, *continued*

COMMODITY PATTERN OF IMPORTS

Food, beverages and tobacco

Imports of the food, beverages and tobacco groups of commodities were a little (2 per cent) higher on average in the first nine months of this year compared with the corresponding period in 1965. These imports were low in the early months of 1965, but they increased in the middle of last year, and apart from monthly variations remained on a fairly level trend since then. Most of the shortfall in arrivals due to the seamen's strike in June seem to have been made good in the third quarter.

Much of the rise in imports this year in this broad category was in arrivals of food. Imports of beverages were also higher, by 8 per cent, but tobacco imports were less, partly reflecting the exclusion of Rhodesian tobacco. Within the food category, most of the increase this year compared with the same period in 1965 was in imports of fruit, which increased by 10 per cent in the first nine months of this year, and in meat, which also rose by 5 per cent. Imports of coffee and sugar were also higher, but arrivals of dairy products, fish, cereals and feeding stuffs were lower than a year earlier.

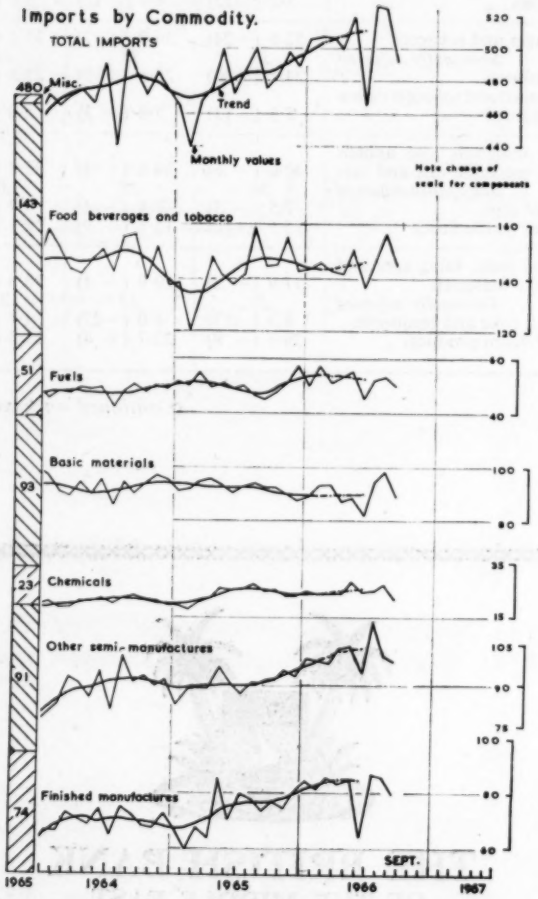


Table C: Imports: commodity classes

Seasonally adjusted £ million c.i.f. monthly averages or calendar months

	Food, beverages and tobacco	Fuels	Industrial Materials				Finished manufactures	Miscellaneous	Total
			Total	Basic Materials	Chemicals	Other semi-manufactures			
1965 Year	143	51	207	93	24	91	74	6	480
3rd quarter	149	48	210	94	26	90	77	6	489
4th quarter	148	52	208	91	24	94	78	6	490
1966 1st quarter	145	54	216	92	24	99	84	8	507
2nd quarter	143	52	213	86	26	102	82	6	495
July	146	52	235	95	26	114	87	6	527
August	156	53	226	98	27	101	86	6	524
September	144	51	211	90	22	99	80	6	491
2nd quarter	143	52	213	86	26	102	82	6	495
3rd quarter	148	52	224	94	25	105	84	6	513

Industrial materials

Imports of industrial materials continued to expand moderately in the first nine months of 1966, though with most of the rise occurring in the first quarter, and nearly half of the increase in value due to rising copper prices. Compared with a year earlier, imports in the first nine months of 1966 were 5½ per cent more, but there seems to have been little, if any, further growth in recent months. The entire rise in imports of industrial materials was in semi-manufactures, but these appear to have levelled off in recent months. Imports of basic materials have continued to decline, and in January to September were some 3 per cent less than a year ago.

Within the *semi-manufactures* group imports of chemicals increased by 8 per cent and imports of other semi-manufactures by 14 per cent. Imports of chemicals, most of which are subject to the import charge, were low at the beginning of last year, but increased in the second half of 1965, and since then showed little further change. An important element in the rise in other semi-manufactures was the increase in non-ferrous metals, especially copper. The rest of the rise was spread over all the commodities within the group, with increases in imports of precious stones, paper, textiles and iron and steel.

Imports of *basic materials,* which have been falling since the

Table 6

Imports: Food, beverages and tobacco

£ million c.i.f.
(*percentage change on a year earlier*)

	1st quarter 1966	2nd quarter 1966	3rd quarter 1966
Food and live animals	410·7 (+ 5)	398·3 (— 0)	386·2 (+ 2)
Seasonally adjusted	*390*	*394*	*412*
Live animals	11·9 (—13)	8·9 (+ 6)	14·2 (+13)
Meat and meat preparations	95·8 (+ 4)	95·0 (+ 0)	102·3 (+ 9)
Seasonally adjusted	*92*	*96*	*99*
Beef and veal	16·3 (+ 4)	18·5 (— 2)	25·1 (+ 7)
Th. tons	62 (+ 6)	64 (— 9)	88 (+10)
Mutton and lamb	26·4 (— 5)	17·2 (—30)	16·1 (+27)
Th. tons	122 (+ 1)	80 (—32)	72 (+27)
Bacon	28·1 (+ 9)	32·8 (+25)	31·1 (+12)
Th. tons	97 (+ 1)	102 (+ 3)	100 (— 1)
Dairy products and eggs	53·8 (—13)	46·3 (— 6)	38·8 (+ 7)
Seasonally adjusted	*44*	*49*	*45*
Butter	39·0 (—13)	34·0 (+ 1)	25·7 (— 6)
Th. tons	125 (— 2)	110 (+11)	81 (— 3)
Fish and fish preparations	16·1 (+ 3)	12·4 (—11)	14·3 (—24)
Raw sugars	21·3 (+ 7)	26·7 (+ 9)	24·4 (— 0)
Th. tons	486 (+15)	597 (+ 5)	565 (— 1)
Cocoa beans	6·1 (+111)	4·8 (—21)	1·1 (—50)
Th. tons	52 (+217)	34 (—11)	6 (—66)
Tea and mate	27·6 (— 4)	20·0 (— 3)	27·4 (+ 2)
Th. tons	66 (— 3)	48 (— 5)	63 (— 3)
Cereals and feeding stuff for animals	76·9 (+ 6)	70·1 (— 8)	74·2 (— 6)
Seasonally adjusted	*76*	*69*	*77*
Fruit and vegetables	81·0 (+19)	93·9 (+ 8)	69·1 (+ 4)
Seasonally adjusted	*82*	*75*	*79*
Beverages and tobacco	28·9 (+59)	25·9 (— 9)	36·2 (—18)
Seasonally adjusted	*44*	*34*	*32*
Beverages	10·0 (+22)	13·4 (+13)	16·6 (— 3)
Tobacco and tobacco manufactures	18·9 (+88)	12·5 (—24)	19·6 (—27)
Seasonally adjusted	*33*	*20*	*16*

end of 1964, were 3 per cent less in the first nine months of this year than in the corresponding period last year. There was a decline in imports of most commodities within the group except for imports of hides and skins, which were over a quarter higher by value, and for vegetable oils and fats, and wool which continued to increase in value with rising prices. Timber imports fell sharply, by 17 per cent in the nine months, and imports of iron ore were greatly reduced; in the first nine months they were £10 million less than a year earlier.

Mineral fuels and lubricants

Imports of fuels have been rising in recent years, and this trend continued in the first three quarters of this year, with the value 2 per cent more than in the previous nine months. The rise was in imports of petroleum products; imports of crude petroleum fell.

Table 7

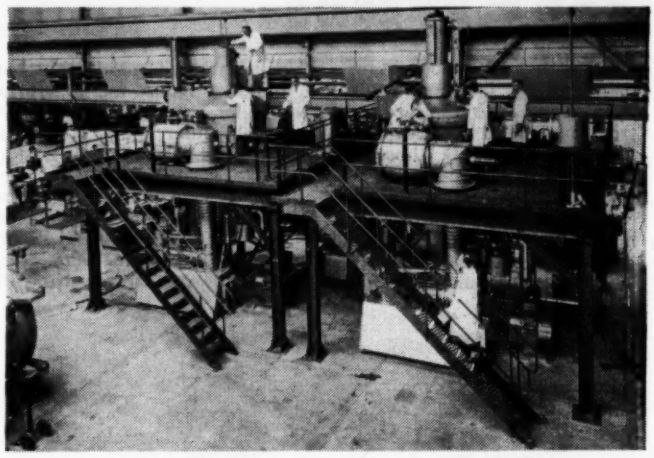
Imports: Materials and fuels

£ million c.i.f.
(*percentage change on a year earlier*)

	1st quarter 1966	2nd quarter 1966	3rd quarter 1966
Crude materials	254·6 (— 2)	242·0 (— 8)	265·9 (+ 0)
Seasonally adjusted	*256*	*246*	*266*
Oil seeds, oil nuts and oil kernels	12·0 (+ 8)	11·2 (— 6)	10·5 (—18)
Seasonally adjusted	*12*	*11*	*11*
Wood lumber and cork	29·0 (—33)	42·9 (—19)	69·2 (— 6)
Seasonally adjusted	*43*	*46*	*51*
Sawn softwood	19·4 (—38)	32·8 (—19)	55·1 (— 5)
Th. standards	217 (—41)	366 (—19)	621 (— 5)
Woodpulp	33·9 (— 9)	33·8 (— 9)	33·6 (+ 6)
Th. tons	733 (— 9)	746 (— 4)	740 (+11)
Wool and other animal hair and tops	39·8 (+ 3)	35·7 (— 5)	26·8 (+ 9)
Seasonally adjusted	*34*	*33*	*36*
Raw wool	36·6 (+ 5)	32·1 (— 6)	23·4 (+17)
Th. tons	78 (+10)	66 (—13)	51 (+11)
Raw cotton	13·8 (— 0)	12·7 (— 9)	9·6 (— 1)
Th. tons	61 (+ 7)	56 (— 5)	43 (+ 0)
Metalliferous ores and scraps	48·1 (+ 6)	45·5 (—12)	50·8 (— 5)
Iron ore	16·7 (—10)	17·2 (—18)	20·1 (—16)
Th. tons	3,845 (—12)	3,931 (—16)	4,581 (—14)
Hides and skins	22·4 (+30)	14·8 (+23)	14·5 (+21)
Crude rubber	12·3 (— 6)	11·5 (+ 3)	12·4 (+ 7)
Animal and vegetable oils and fats	16·8 (+ 1)	15·4 (— 3)	17·5 (+ 3)
Seasonally adjusted	*21*	*13*	*17*
Chemicals	78·7 (+26)	77·3 (+ 5)	71·2 (— 5)
Seasonally adjusted	*73*	*77*	*74*
Manufactured goods classified chiefly by material	304·1 (+15)	307·1 (+10)	306·4 (+17)
Seasonally adjusted	*297*	*305*	*314*
Wood manufactures	16·9 (— 6)	18·6 (+ 8)	17·0 (+ 1)
Newsprint paper and board	33·6 (+20)	35·3 (+10)	35·6 (+ 8)
Cotton yarns and fabrics	17·7 (+30)	13·5 (— 6)	12·6 (—11)
Other textile manufactures	30·2 (+24)	25·9 (+17)	24·8 (+ 3)
Iron and steel	23·5 (+27)	21·0 (+ 7)	22·1 (+14)
Th. tons	399 (+37)	362 (+30)	396 (+27)
Non-ferrous metals	108·1 (+21)	104·7 (+11)	113·9 (+36)
Copper	55·2 (+27)	55·1 (+24)	61·1 (+39)
Th. tons	142 (— 3)	127 (—15)	131 (—11)
Aluminium	19·2 (+11)	19·0 (— 2)	18·6 (+24)
Total industrial materials (1)	654·2 (+ 9)	641·8 (+ 1)	661·1 (+ 6)
Seasonally adjusted	*647*	*640*	*671*
Mineral fuels, lubricants and related materials	164·4 (— 0)	156·1 (+ 0)	155·0 (+ 8)
Crude petroleum	109·0 (— 2)	111·5 (+ 0)	106·0 (+ 0)
Th. tons	17,119 (+ 4)	18,300 (+ 8)	17,731 (+ 9)
Petroleum products	49·1 (— 2)	39·7 (+ 1)	44·8 (+32)
Th. tons	6,029 (— 1)	4,625 (+ 4)	4,765 (+27)

(1) Crude materials, animal and vegetable oil and fats, chemicals and manufactured goods classified chiefly by materials.

INDUCTION FURNACES FOR THE SOVIET UNION



Two 7-cwt. capacity melting and pouring induction furnaces which have recently completed their final test schedules at Edwards High Vacuum Limited, Manor Royal, Crawley, prior to dismantling and despatch to the Soviet Union. The furnaces form part of total orders valued at £150,000. Network analysis techniques were used for the first time by the company's engineers in planning the production of these furnaces.

Finished Manufactures

Strong growth in imports of finished manufactures was resumed this year. Compared with the corresponding nine months a year ago these imports were 17 per cent higher, but there seems to have been some falling off in recent months. In the four months June to September they were about 3 per cent lower than in the first five months of the year, with most of the reduction in machinery. The rate of growth of imports of consumer and capital goods so far this year was similar (15 and 17 per cent respectively), but the value of capital goods imports is over twice that of consumer goods. There were higher imports of all types of machinery, electrical and non-electrical. Imports of aircraft and instruments and most other capital goods also rose moderately. The only fall was in imports of ships and boats, arrivals of which tend to be erratic. The rise in consumer goods was spread over most commodities, but with a large increase in clothing and footwear, and higher imports of cars and motor-cycles.

Table 8

Imports: Finished manufactures

£ million c.i.f.
(*percentage change on a year earlier*)

	1st quarter 1966	2nd quarter 1966	3rd quarter 1966
Consumer goods (1)	69·6 (+20)	71·3 (+13)	68·2 (+13)
Cars and motor cycles	8·7 (+29)	10·2 (+18)	7·5 (+29)
Other durable goods	17·4 (+23)	18·6 (+ 2)	18·1 (+ 4)
Works of art	6·3 (+ 9)	7·1 (+24)	3·6 (—29)
Clothing and footwear	24·2 (+14)	22·0 (+22)	23·7 (+30)
Other consumer goods	12·9 (+29)	13·5 (+ 7)	15·3 (+ 9)
Other mainly capital goods	189·9 (+36)	183·2 (+11)	176·2 (+ 7)
Machinery	140·5 (+37)	135·3 (+15)	126·2 (+ 9)
Aircraft and aircraft engines	13·8 (+56)	11·9 (+ 3)	18·3 (+47)
Ships and boats	4·5 (+89)	2·7 (—62)	1·6 (—80)
Instruments	12·7 (+13)	14·0 (+16)	13·1 (+ 9)
Other	18·3 (+29)	19·3 (+19)	17·0 (+ 7)
Total finished manufactures (2)	259·4 (+31)	254·5 (+12)	244·4 (+ 9)
Seasonally adjusted	*253*	*245*	*253*

(1) Goods covered by headings in the trade accounts believed to include mainly consumer goods.
(2) S.I.T.C. revised sections 7 and 8.

UNITED KINGDOM TRADE, *continued*

SOURCES OF IMPORTS

With the growth in imports of manufactured goods this year there was a substantial rise in imports from manufacturing countries in Western Europe, and a smaller but significant increase from North America. Imports from all other main areas also increased, especially those from the Soviet Union and Eastern Europe.

Imports from the *sterling area* appear to have been rising during the first nine months of 1966 and were on average 1 per cent higher than a year earlier. Imports from Australia and South Africa rose, but arrivals from New Zealand and India were lower. The increase in imports from *North America* was entirely from the United States, which increased by £52 million. The big rise in imports from *Western Europe* amounted to 12 per cent over the first nine months of this year, with arrivals from the Common Market higher by 15 per cent and from EFTA by 9 per cent. In recent months there appears to have been some easing back in these imports, a tendency which also appears in the figures for imported manufactures. Imports from the *Soviet Union and Eastern Europe* have continued to rise this year; they averaged 12 per cent more than in the first nine months of 1965. Imports from Latin America also rose with the resumption of copper supplies from Chile.

(*Text continued on page* 1128)

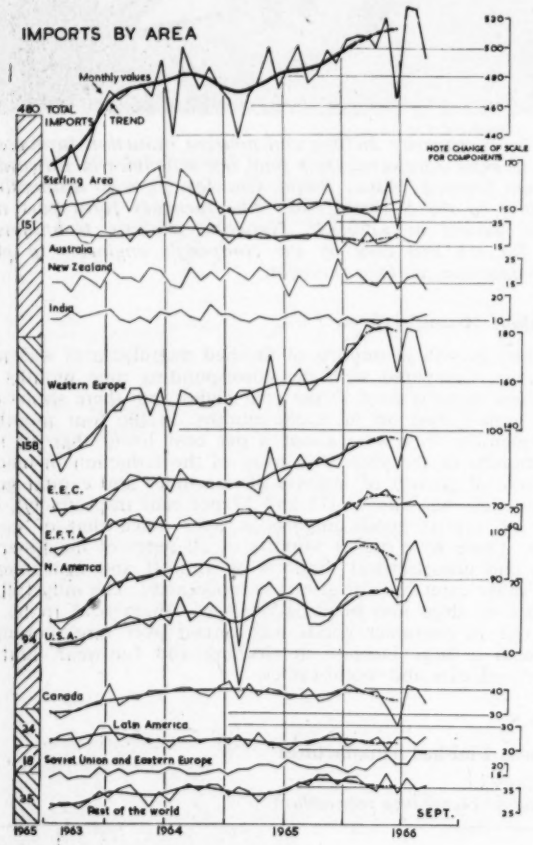


Table 9

Imports: Sterling Area

£ million c.i.f.
(*percentage change on a year earlier*)

	1st quarter 1966	2nd quarter 1966	3rd quarter 1966
Sterling Area:			
Jamaica	7·5 (+ 5)	10·8 (— 5)	6·9 (+10)
Trinidad	6·1 (—25)	6·6 (—29)	6·4 (+57)
Australia	55·2 (+ 0)	52·5 (— 6)	55·5 (+ 7)
Seasonally adjusted	*53*	*52*	*58*
New Zealand	62·6 (—10)	48·8 (—19)	40·2 (+24)
Seasonally adjusted	*51*	*46*	*49*
India	32·2 (— 6)	26·5 (+ 2)	31·3 (— 0)
Seasonally adjusted	*31*	*30*	*34*
Pakistan	12·4 (+44)	6·9 (+18)	6·4 (+ 4)
Ceylon	9·0 (— 8)	10·7 (— 5)	10·6 (+ 1)
Malaysia (1)	8·5	8·3	8·6
Singapore (1)	4·3 (—8)	3·9 (+6)	3·9 (+7)
Hong Kong	21·2 (+17)	19·2 (+12)	21·0 (+14)
Ghana	4·5 (+13)	5·7 (—18)	4·1 (+18)
Nigeria	30·4 (+ 2)	25·4 (— 1)	30·5 (+ 1)
Zambia, Malawi, Rhodesia (2)	20·8 (+40)	17·9 (+10)	17·6 (—28)
	2·2 (+66)	1·9 (+80)	2·7 (+23)
Kenya	5·2 (+49)	5·1 (— 2)	4·6 (+20)
Middle East	48·7 (— 9)	58·4 (— 6)	52·0 (— 1)
Irish Republic	44·6 (+11)	40·2 (+ 6)	50·9 (+10)
Republic of South Africa	46·2 (+15)	56·8 (+15)	44·6 (— 1)
Other	42·9 (— 2)	51·7 (+10)	51·1 (+ 4)
Total Sterling Area	464·5 (+ 2)	457·4 (— 1)	448·8 (+ 3)
Seasonally adjusted	*446*	*448*	*469*

(1) Separate figures not available for 1965.
(2) Trade from Rhodesia has been included with other Non-Sterling as from January 1966. Percentage changes have been calculated on comparable figures.

Table D: Imports: areas (1)

Seasonally adjusted £ million c.i.f. monthly averages or calendar months

	Sterling Area				Western Europe			North America			Latin America	Soviet Union and Eastern Europe	Rest of World	Total
	Total	Australia	New Zealand	India	Total	EEC	EFTA	Total	USA and Deps.	Canada				
1965 Year	151	18	17	11	158	83	65	94	56	38	24	18	35	480
3rd quarter	152	18	14	12	160	86	64	97	61	37	22	19	36	489
4th quarter	152	19	18	11	160	87	64	91	54	37	26	18	39	490
1966 1st quarter	149	18	17	10	178	95	71	105	64	40	23	17	37	507
2nd quarter	149	17	15	10	176	93	73	95	63	32	23	21	35	495
July	163	18	18	10	182	99	71	101	61	41	25	19	38	527
August	157	17	19	12	181	98	72	106	68	40	22	24	34	524
September	151	23	13	13	161	87	65	91	57	34	25	24	35	491
2nd quarter	149	17	15	10	176	93	73	95	63	32	23	21	35	495
3rd quarter	156	19	16	11	175	95	69	99	62	39	24	22	35	513

(1) From January 1966, Rhodesia has been excluded from the Sterling area figures and included with the 'Rest of the World'.

EXPORT ASSISTANCE PICK-A-BACK ARRANGEMENTS FOR EXPORTS

A booklet containing the names and addresses of firms who have offered to help other firms with export assistance is published by the export Services Branch of the Board of Trade.

Copies may be obtained free from the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. City 5757, Ext. 245, Telex 25977), or from any of the Board of Trade Regional Offices.

Table 9, *continued*

Imports: Non-Sterling Area

£ million c.i.f.
(*percentage change on a year earlier*)

	1st quarter 1966	2nd quarter 1966	3rd quarter 1966
Non-Sterling Area:			
North America	301·7 (+22)	275·6 (— 9)	286·7 (+ 2)
Seasonally adjusted	*314*	*284*	*298*
Canada	104·0 (— 1)	97·9 (—18)	120·2 (+ 3)
Seasonally adjusted	*119*	*96*	*116*
United States & Deps.	197·6 (+40)	177·7 (— 3)	166·5 (+ 1)
Seasonally adjusted	*191*	*190*	*185*
Western Europe	537·8 (+17)	522·3 (+12)	516·3 (+ 9)
Seasonally adjusted	*533*	*527*	*524*
Free Trade Association (including Finland)	204·7 (+ 8)	214·4 (+11)	219·1 (+ 8)
Seasonally adjusted	*214*	*219*	*208*
Finland	24·3 (— 7)	32·3 (+18)	37·1 (+ 8)
Sweden	53·1 (+ 0)	56·3 (+ 3)	58·0 (+ 7)
Norway and Spitzbergen	30·0 (+17)	29·6 (+ 8)	30·1 (+20)
Denmark and Greenland	50·1 (+ 6)	53·3 (+13)	52·0 (+ 4)
Switzerland and Leichtenstein	27·0 (+43)	26·0 (+22)	23·6 (— 2)
Portugal, Azores and Madeira	12·6 (+ 7)	10·1 (+11)	10·9 (+11)
Austria	7·5 (+22)	6·7 (+19)	7·5 (+27)
Economic Community	296·9 (+24)	278·5 (+13)	274·3 (+10)
Seasonally adjusted	*286*	*279*	*285*
Western Germany	80·3 (+27)	77·4 (+20)	75·8 (+12)
Netherlands	76·2 (+17)	76·2 (+13)	69·9 (+ 1)
Belgium and Luxembourg	36·8 (+18)	33·0 (+ 4)	31·4 (+ 8)
France	57·8 (+36)	53·5 (+14)	53·0 (+14)
Italy	45·8 (+22)	38·5 (+ 8)	44·3 (+24)
Spain, Canary Islands and Spanish ports in North Africa	23·9 (+20)	17·8 (— 3)	13·2 (— 2)
Other	12·4 (+ 4)	11·7 (+ 4)	9·6 (— 3)
Soviet Union and Eastern Europe	45·9 (+ 4)	57·3 (+15)	75·3 (+15)
Seasonally adjusted	*51*	*63*	*65*
Soviet Union	19·1 (+ 2)	26·4 (+ 7)	44·6 (+14)
Other	26·8 (+ 6)	30·9 (+22)	30·7 (+16)
Latin America	70·1 (— 2)	74·4 (— 1)	73·5 (+ 7)
Seasonally adjusted	*69*	*70*	*72*
Venezuela	17·7 (—27)	16·0 (— 1)	11·3 (—17)
Argentine Republic	19·7 (— 1)	19·3 (— 2)	17·5 (+ 6)
Other	32·7 (+19)	39·1 (— 1)	44·7 (+17)
Other non-sterling	124·9 (+ 7)	107·1 (+ 3)	98·3 (— 9)
Seasonally adjusted	*112*	*104*	*106*
Middle East	57·8 (+13)	45·8 (— 1)	41·8 (+ 5)
Japan	19·7 (+11)	19·4 (+20)	19·4 (—14)
Other	47·4 (— 0)	41·9 (+ 1)	37·1 (—18)
Total Non-Sterling	1,080·4 (+15)	1,036·6 (+ 4)	1,050·2 (+ 6)
Seasonally adjusted	*1,079*	*1,049*	*1,065*

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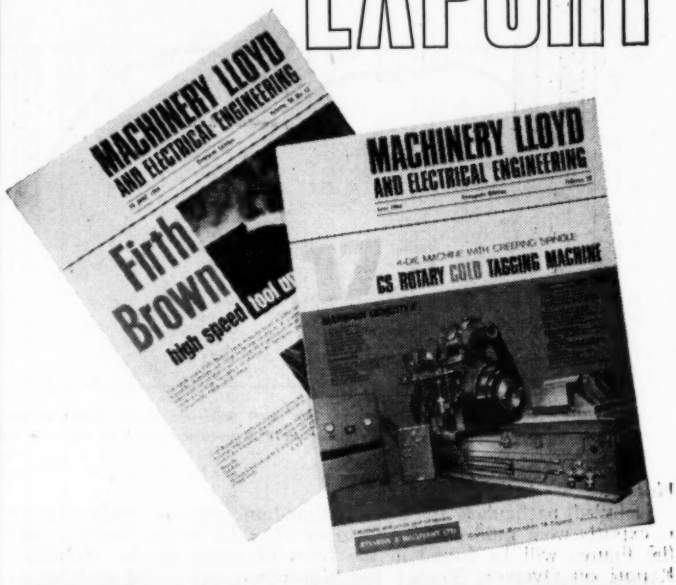
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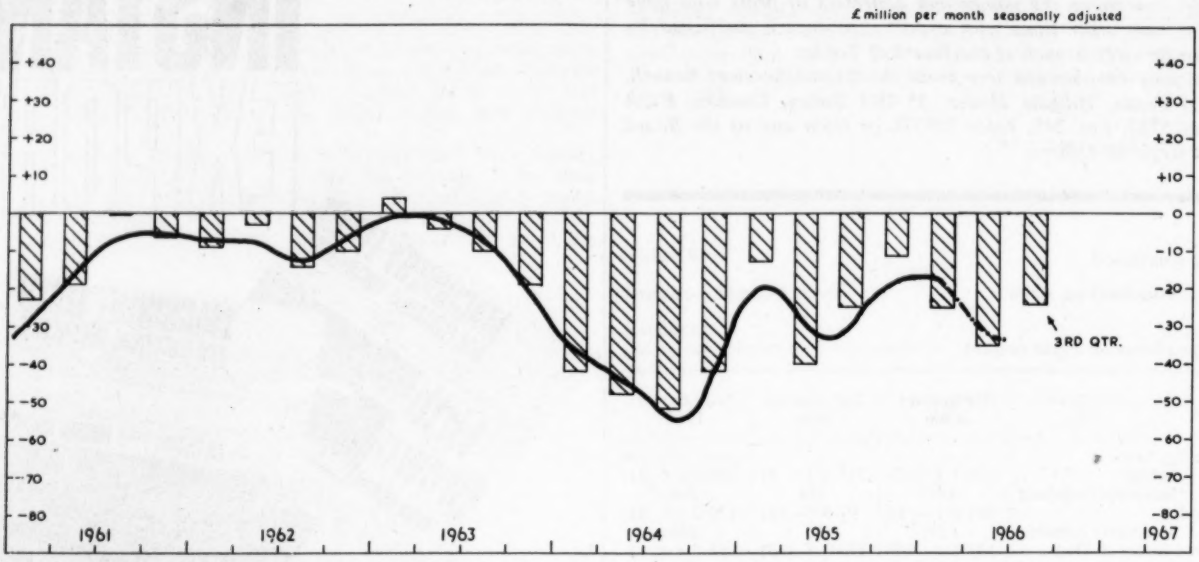
UNITED KINGDOM TRADE, *continued*

THE TRADE BALANCE



NOTE: The level of the trend line for each month takes into account figures for the seven months before and after that month (For the period before the monthly series begins quarterly figures have been used) A provisional trend for the first four of the last seven months is shown by a broken line.

Notes:

Detailed particulars of United Kingdom imports, exports and re-exports were published on October 27*, and further analysis of the figures will be found in the form of tables in the Monthly Report on Overseas Trade† for November, due to be published on or about November 28.

Trade Balance

The figures for the trade balance are on a balance of payments basis and are estimates and liable to revision. They are only published seasonally adjusted. In order to obtain the best guidance as to the trend of the trade balance, figures for several months should be taken together. This series is intended as a substitute for the crude 'trade gap' which, being the difference between imports (c.i.f.) and exports plus re-exports (both f.o.b.) is misleading in that the import valuation includes insurance and freight, which, in so far as they are paid abroad, are included in the invisibles account in the balance of payments. There are also smaller adjustments, for example, in allowance for goods not covered by the Trade Accounts.

* Accounts relating to the Overseas Trade of the United Kingdom, September 1966, HMSO. Price 30s., by post 31s.

†Report on Overseas Trade, published by HMSO. Price 4s., by post 4s. 5d. Annual subscription £2 14s., including postage.

'Economic Trends' for October

THE OCTOBER issue of *Economic Trends*, published on October 28 (HMSO, price 7s.) contains an article by the Central Statistical Office, giving detailed estimates of changes in total national income and expenditure, and their main constituents, up to the second quarter of 1966.

Total gross domestic product

Estimates of gross domestic product show a very slow growth in activity in the first half of 1966. Considering the three measures of gross domestic product (based on expenditure, income and output) at constant prices and seasonally adjusted, the increase between the second half of 1965 and the first half of 1966 was about ½ per cent; and gross domestic product in the first half of 1966 was under 2 per cent greater than a year earlier. In the second quarter of 1966 the estimates of gross domestic product were affected by changes in expenditure after the Budget and the seamen's strike. Measured on the expenditure basis gross domestic product fell by over ½ per cent between the first and second quarters of 1966.

Expenditure

The expanding element in expenditure at constant prices in the first half of 1966 was personal consumption, which was 2½ per cent greater than in the second half of 1965. Spending on alcoholic drink and on cars and motor cycles accounted for about half of this increase. Expenditure on stockbuilding in the first half of 1966 was well below that in the second half of 1965, and, although the seamen's strike may have affected the total in the second quarter of 1966, the underlying trend seems to have been downwards since 1964. Exports were reduced by the seamen's strike and were lower in the first half of 1966 than in the second half of 1965.

Expenditure on fixed investment did not change much between the second half of 1965 and the first half of 1966. Private sector investment was slightly lower but investment by the public sector increased by 1 per cent. Within the public sector investment by public corporations increased by 6 per cent while investment by central government and local authorities fell by 3 per cent. The increase in investment by public corporations was associated with increased investment by the gas, electricity and water group of industries.

Income

Total domestic income, seasonally adjusted, increased by 2½ per cent between the second half of 1965 and the first half of 1966. Profit incomes increased very little. Gross trading profits of companies, which account for about half of all profit incomes, are estimated to have been lower in the first half of 1966 than in the second half of 1965. Total income from wages and salaries, however, rose by nearly 4 per cent between the second half of 1965 and the first half of 1966 to a level nearly 7½ per cent above a year earlier. This reflected changes in numbers employed as well as in average earnings.

Imports and United Kingdom exports

Quarters or quarterly averages

£ million

Section and Division	Imports				United Kingdom exports			
	Year 1965	1st qtr. 1966	2nd qtr. 1966	3rd qtr. 1966	Year 1965	1st qtr. 1966	2nd qtr. 1966	3rd qtr. 1966
0. Food and Live Animals . . . . . Total	393·4	410·7	398·3	386·2	38·7	46·9	40·2	35·4
00 Live animals	11·9	11·9	8·9	14·2	9·2	7·6	6·0	3·8
01 Meat and meat preparations	92·0	95·8	95·0	102·3	2·5	4·5	3·4	2·0
02 Dairy products and eggs	52·1	53·8	46·3	38·8	2·6	3·1	3·1	3·0
03 Fish and fish preparations	16·9	16·1	12·4	14·3	2·5	2·6	2·3	2·3
04 Cereals and cereal preparations	58·0	57·1	56·6	56·5	5·5	11·4	10·1	8·9
05 Fruit and vegetables	72·3	81·0	93·9	69·1	2·8	5·0	2·6	2·3
06 Sugar, sugar preparations and honey	25·7	23·9	28·7	27·1	5·9	5·2	4·9	5·6
07 Coffee, cocoa and preparations, tea and spices	38·9	45·5	37·4	40·8	3·3	3·2	2·8	3·1
08 Feeding stuff for animals	19·0	19·8	13·5	17·6	1·5	1·7	1·7	1·6
09 Miscellaneous food preparations	6·6	5·8	5·7	5·5	2·8	2·6	3·1	2·8
1. Beverages and Tobacco . . . . . Total	34·3	28·9	25·9	36·2	35·8	32·6	36·0	37·3
11 Beverages	13·2	10·0	13·4	16·6	30·8	27·3	31·0	31·6
12 Tobacco	21·1	18·9	12·5	19·6	5·0	5·3	5·0	5·8
2. Crude Materials, Inedible . . . . . Total	261·6	254·6	242·0	265·9	36·1	38·6	38·0	34·2
21 Hides, skins and fur skins, undressed	14·0	22·4	14·8	14·5	1·3	1·7	1·8	1·6
22 Oil seeds, oil nuts and oil kernels	12·3	12·0	11·2	10·5	0·0	0·1	0·0	0·1
23 Crude rubber (including synthetic and reclaimed)	11·8	12·3	11·5	12·4	2·7	2·9	3·2	3·2
24 Wood, lumber and cork	55·1	29·0	42·9	69·2	0·2	0·3	0·1	0·1
25 Pulp and waste paper	34·9	33·9	33·8	33·6	0·5	0·4	0·4	0·4
26 Textile fibres, not manufactured and their waste	58·3	70·2	60·0	47·4	21·4	23·0	22·5	18·7
27 Crude fertilizers and minerals	12·5	12·7	12·4	15·2	5·1	5·5	5·4	6·4
28 Metalliferous ores and metal scrap	50·5	48·1	45·5	50·8	3·7	3·3	3·6	2·9
29 Crude animal and vegetable materials	12·2	14·0	9·9	12·3	1·1	1·3	0·9	1·0
3. Mineral Fuels, Lubricants, etc. . . . . Total	154·2	164·4	156·1	155·0	33·4	37·9	29·9	30·3
33 Petroleum and petroleum products	151·5	159·8	153·0	152·7	26·9	31·5	25·8	25·6
Coal, coke, gas and electric energy	2·7	4·6	3·1	2·2	6·4	6·4	4·1	4·7
4. Animal and Vegetable Oils and Fats . . . Total	16·1	16·8	15·4	17·5	1·7	1·5	1·6	1·5
5. Chemicals . . . . . Total	70·8	78·7	77·3	71·2	109·8	114·9	112·3	113·7
51 Chemical elements and compounds	29·9	30·7	32·3	30·2	26·7	26·9	26·8	26·3
53 Dyeing, tanning and colouring materials	4·0	4·2	4·2	4·4	13·6	13·4	13·8	12·7
54 Medical and pharmaceutical products	2·8	3·4	3·5	3·6	16·7	18·1	17·3	18·6
55 Essential oils and perfume materials	3·8	4·4	4·1	4·3	9·4	9·0	9·8	9·8
56 Fertilizers, manufactured	4·8	6·2	3·9	3·9	2·0	2·3	1·3	1·9
58 Plastic materials and artificial resins	13·7	17·4	16·9	13·8	20·2	22·4	22·0	20·4
All other chemical materials and products	11·8	12·4	12·4	11·1	21·1	22·6	21·3	23·9
6. Manufactured Goods Classified Chiefly by Material . Total	272·1	304·1	307·1	306·4	302·7	313·2	290·8	303·1
61 Leather, leather manufactures and dressed furs	6·6	7·5	7·6	7·7	7·6	8·3	8·5	7·6
62 Rubber manufactures, n.e.s.	17·4	3·6	4·0	4·2	11·7	12·0	11·7	11·1
63 Wood and cork manufactures (excluding furniture)	30·7	16·9	18·6	17·0	1·5	1·2	1·1	1·1
64 Paper, paperboard and manufactures thereof	37·9	33·6	35·3	35·6	12·6	13·4	12·4	12·9
65 Textile yarn, fabrics and articles	19·5	47·9	39·4	37·4	68·6	66·1	61·3	63·3
66 Non-metallic mineral manufactures	53·8	50·9	63·8	55·1	61·2	76·9	61·3	76·5
67 Iron and steel	3·2	23·5	21·0	22·1	58·5	52·2	53·4	50·3
68 Non-ferrous metals	91·9	108·1	104·7	113·9	42·0	44·4	44·2	44·4
69 Manufactures of metal, n.e.s.	11·1	12·1	12·8	13·4	38·9	38·7	36·9	35·8
7. Machinery and Transport Equipment . . . Total	151·5	181·3	174·8	165·8	496·4	554·1	530·0	516·9
71 Machinery other than electric	92·7	114·3	108·3	105·4	232·6	262·3	250·7	249·6
72 Electrical machinery, apparatus and appliances	31·5	37·6	38·6	36·7	82·7	86·9	79·4	82·0
73 Transport equipment	27·4	29·3	27·9	23·7	181·0	204·9	199·9	185·3
8. Miscellaneous Manufactured Articles . . . Total	69·0	78·1	79·7	78·7	89·4	91·2	87·2	93·2
81 Sanitary, plumbing, heating and lighting fixtures and fittings	1·3	1·3	1·2	1·5	3·2	3·2	2·5	2·9
82 Furniture	2·1	2·2	2·0	2·2	3·6	4·0	3·7	3·4
83 Travel goods, handbags and similar articles	1·0	1·1	1·1	1·1	0·7	0·6	0·5	0·8
84 Clothing	14·3	17·0	16·3	18·5	12·4	12·0	10·3	14·2
85 Footwear	4·5	7·2	5·7	5·2	3·8	3·6	3·0	4·5
86 Professional, scientific and controlling instruments, photographic and optical goods, watches and clocks	18·0	18·9	21·5	19·8	25·1	28·6	27·8	25·8
89 Miscellaneous manufactured articles, n.e.s.	27·8	30·5	32·0	30·3	40·6	39·1	39·4	41·7
5-8 Manufactured Goods . . . . . Total	563·3	642·2	638·9	622·1	998·3	1,073·3	1,020·4	1,026·9
9. Commodities and Transactions not Classified according to Kind . . . . . Total	17·9	27·2	17·3	16·2	37·1	36·1	32·3	36·8
TOTAL ALL SECTIONS	1,440·9	1,544·8	1,494·0	1,499·0	1,181·0	1,266·7	1,198·3	1,202·6

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UNITED KINGDOM OVERSEAS TRADE

Unit value and volume index numbers for September

***Unit value index numbers of imports and exports* (*Table 1*)**

IN SEPTEMBER the overall import and export unit value indices and the terms of trade were unchanged from their August levels of 109, 113 and 104 respectively (1961=100).

Although the overall import unit value index in September remained at about its August level there was a rise of almost 1½ per cent in the food, beverages and tobacco index with offsetting falls of 1½ per cent in the basic materials index and 1 per cent in the index for manufactured goods. Within the food, beverages and tobacco class of goods there was a seasonal rise in the average value of tea but a fall in the average values for imported beef and lamb. The fall in the manufactured goods index was due to lower average values for imported copper.

The overall export unit value index in September was unchanged from its level in August. There was, however, a fall of about 1½ per cent in the index for non-manufactured goods and a rise of the same amount in the index for other manufactured goods. No significant changes were recorded in the remaining indices.

***Volume of imports and exports* (*Table 2*)**

The aftermath of the seamen's strike in May and June continued to be reflected in the figures of United Kingdom overseas trade. The volume estimates for September follow the same pattern as those for the value with rather lower figures for both exports and imports. It is still difficult as yet to assess recent trends for either imports or exports.

The volume of imports in September fell sharply to well below the pre-strike level. In September the index was 121 after having remained at 129 for the previous two months which appeared to include an influx of goods delayed by the strike. The volume of imports in the first nine months of this year was 4½ per cent more than in the same period a year ago. The corresponding increase by value was 6 per cent; an important factor in this has been the rise in copper prices. Most of the increase in volume was in imports of manufactured goods, whose volume was 10 per cent more than in the first nine months of 1965, with substantial rises in imports of both semi and finished manufactured goods. Imports of fuels also showed a sharp increase in quantity during the period and there was a moderate rise in imports of food, beverages and tobacco. Imports of basic materials fell back from the rates reached in the first three quarters of 1965.

The volume of exports remained above the pre-strike level in September although rather lower than the high August figures to which exports had rebounded following the depressed levels in June and July due to the seamen's strike. The index in September was 124, a figure still well above the average pre-strike index of 121 in the first five months of this year. In the first nine months of this year the volume of exports was 3 per cent more than it had been in the first nine months of last year, compared with a 6 per cent rise in value over the same period. Most of the main categories have shown some rise in volume this year so far, with the exception of metals and textiles, exports of which have decreased sharply in volume from a year ago.

Note:

This series of index numbers based on 1961=100 was first introduced in the *Board of Trade Journal* of September 13, 1963; an account of the method of construction of the index numbers was published in the September 1963 issue of *Economic Trends*. All the index numbers published with this article take account of the inclusion of trade in diamonds and precious stones in the United Kingdom import and export statistics.

Tables will appear next week.

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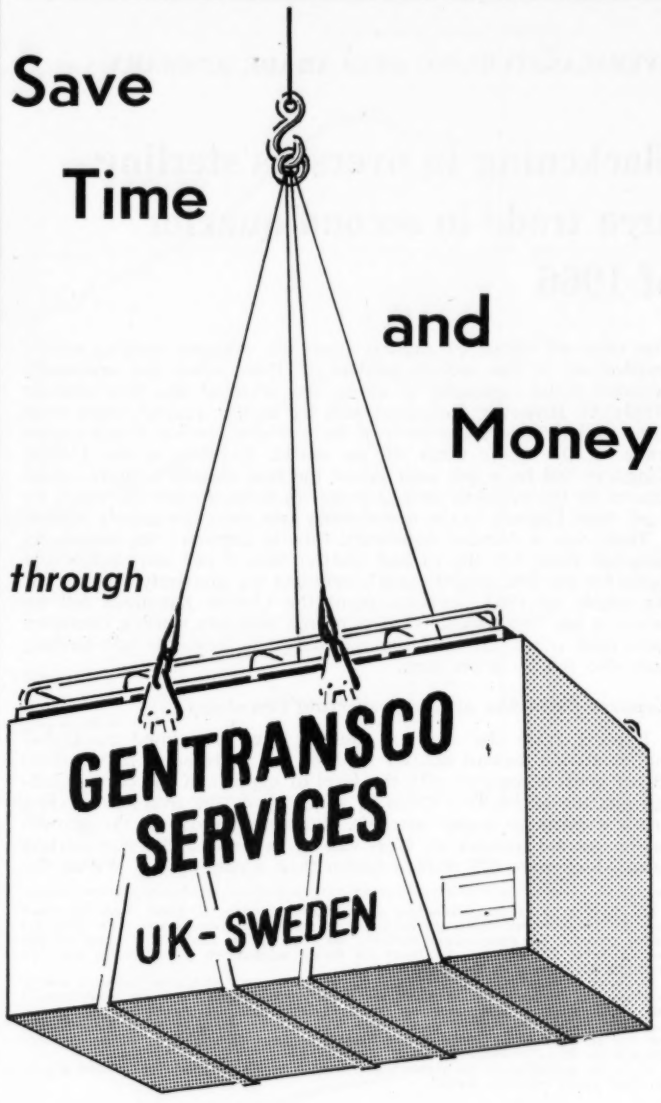

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OVERSEAS STERLING AREA TRADE SUMMARY

Slackening in overseas sterling area trade in second quarter of 1966

THE UPWARD TREND of exports from the overseas sterling area[1] levelled off in the second quarter of 1966, when the seasonally adjusted value remained at about the level of the first quarter (Table A). However, compared with the earlier quarter, there were some variations in the growth of the overseas sterling area's export trade to the main areas of the world. Exports to the United Kingdom fell by 6 per cent below the first quarter's figure, while exports of the overseas sterling countries to each other increased by 6 per cent. Exports to the non-sterling area were marginally higher.

There was a decided downward turn in imports: the seasonally adjusted value for the second quarter was 5 per cent below the figure for the first quarter and lower than the quarterly average for the whole of 1965. Imports from the United Kingdom fell by nearly 8 per cent, while imports of the overseas sterling countries from each other fell by 4 per cent. Imports from the non-sterling area also fell by 4 per cent.

Exports from the overseas sterling countries (2)

Exports from the overseas sterling area amounted to £1,548 million in the second quarter of 1966, an increase of £88 million (6 per cent) compared with the level of exports in the corresponding quarter of 1965[2]. Table B, which gives the overseas sterling area's exports to major markets, shows that most of the growth in the second quarter of 1966 was in exports to the non-sterling area, which were £77 million higher than a year earlier. Within the non-sterling area exports to North America increased by £22 million (10 per cent) and to the EEC by £21 million (8 per cent), but exports to Soviet Eastern Europe and the People's Republic of China are estimated to have fallen by £15 million (14 per cent). Exports of the overseas sterling countries to each other were only £4 million (2 per cent) higher; to the United Kingdom the increase was £8 million (2 per cent).

While developments in earnings from the major primary commodities produced by the overseas sterling area played an important part in the export results of a number of individual sterling countries, the net result of the movements of the export figures of the 24 major commodities shown in Table 3 (after making allowances for the exclusion of Rhodesia) was a rise of only £9 million compared with the overall rise of £88 million in the total exports of all goods. Of the commodities in Table 3 the largest absolute change was in the value of exports of wheat, which fell by £21 million, but this loss was offset by gains in other commodities; for example, exports of wool increased by £10 million, meat and meat preparations by £8 million and jute goods by £5 million.

Most of the main overseas sterling countries increased the value of their exports in the second quarter of the year compared with the same period of 1965. A major contributor to the total rise was South Africa, whose exports increased by £20 million (16 per cent). Australia followed closely with a rise of £18 million (7 per cent). This reflects divergent movements in Australia's exports to different markets. There were increases of £14 million (53 per cent) to the United States, £10 million (23 per cent) to Japan, and £6 million (17 per cent) to the EEC, but there was a decrease of £17 million (55 per cent) in exports to Soviet Eastern Europe and the People's Republic of China. There was no change in the value of exports to the United Kingdom. The reduced output of wheat resulting from drought was reflected in a fall of nearly 50 per cent in exports of wheat compared with a year earlier. Australia accounts for rather more than three-quarters of the overseas sterling area's exports of lead, and so, in spite of the increase in quantity exported, suffered most of the £1 million loss in export earnings which resulted from a fall in prices. Strong demand for wool, however, caused prices of this commodity to rise, and Australia's exports rose by £4 million. New Zealand also benefited from the higher prices for wool which accounted for nearly £6

(*Text continued on page* 1134)

(1) Rhodesia is excluded from the statistics from January 1, 1966, with the result that the 1966 figures shown in the tables are not strictly comparable with those for earlier periods. The comparisons made in the text and in Tables B, C and the last line of Table D, however, are based on figures adjusted to a comparable basis by excluding Rhodesia from the earlier periods.

Estimates of the trade of the Persian Gulf oil states are shown in Tables 1 and 2, but are not included in the totals or in the other tables, and the comments in this article refer to the trade of the overseas sterling area, excluding the Persian Gulf States. The direction of trade figures for these oil states in Table 1 cover only the first six months of 1966; earlier figures may be obtained from the article published in the *Board of Trade Journal* of May 27, 1966.

(2) In the remainder of the commentary comparisons are made with the second quarter of 1965 unless otherwise stated.

Table A
Overseas Sterling Area trade
(SEASONALLY ADJUSTED VALUES)

£ million

Period	Exports to				Imports from			
	United Kingdom	Overseas Sterling Area	Non-Sterling Area	World	United Kingdom	Overseas Sterling Area	Non-Sterling Area	World
1963								
1st quarter	318	206	670	1,193	358	220	866	1,443
2nd quarter	333	208	712	1,253	370	220	930	1,523
3rd quarter	341	220	770	1,330	376	232	934	1,541
4th quarter	357	234	757	1,348	380	245	955	1,581
1964								
1st quarter	367	234	796	1,398	383	250	1,010	1,640
2nd quarter	378	258	805	1,441	394	257	1,035	1,690
3rd quarter	371	258	771	1,400	392	288	1,093	1,771
4th quarter	373	260	806	1,439	404	259	1,148	1,812
1965								
1st quarter	379	272	820	1,472	444	276	1,165	1,888
2nd quarter	361	262	833	1,455	419	263	1,199	1,882
3rd quarter	351	253	868	1,472	437	272	1,199	1,904
4th quarter	372	259	869	1,500	423	254	1,154	1,830
1966 (a)								
1st quarter	384	232	886	1,502	415	249	1,168	1,838
2nd quarter	360	245	896	1,502	384	238	1,126	1,745

(a) Excluding Rhodesia.

Table B. Overseas Sterling countries' trade by direction
PERCENTAGE CHANGE BETWEEN 2nd QUARTER 1965 and 2nd QUARTER 1966 (i)

	Sterling Area		Non-Sterling Area				All Countries
	United Kingdom	Overseas Sterling Area	North America	EEC	Other Countries	Total	
Exports	+2	+2	+10	+ 8	+9	+9	+6
Imports	—7	—6	—14	—10	+4	—6	—6

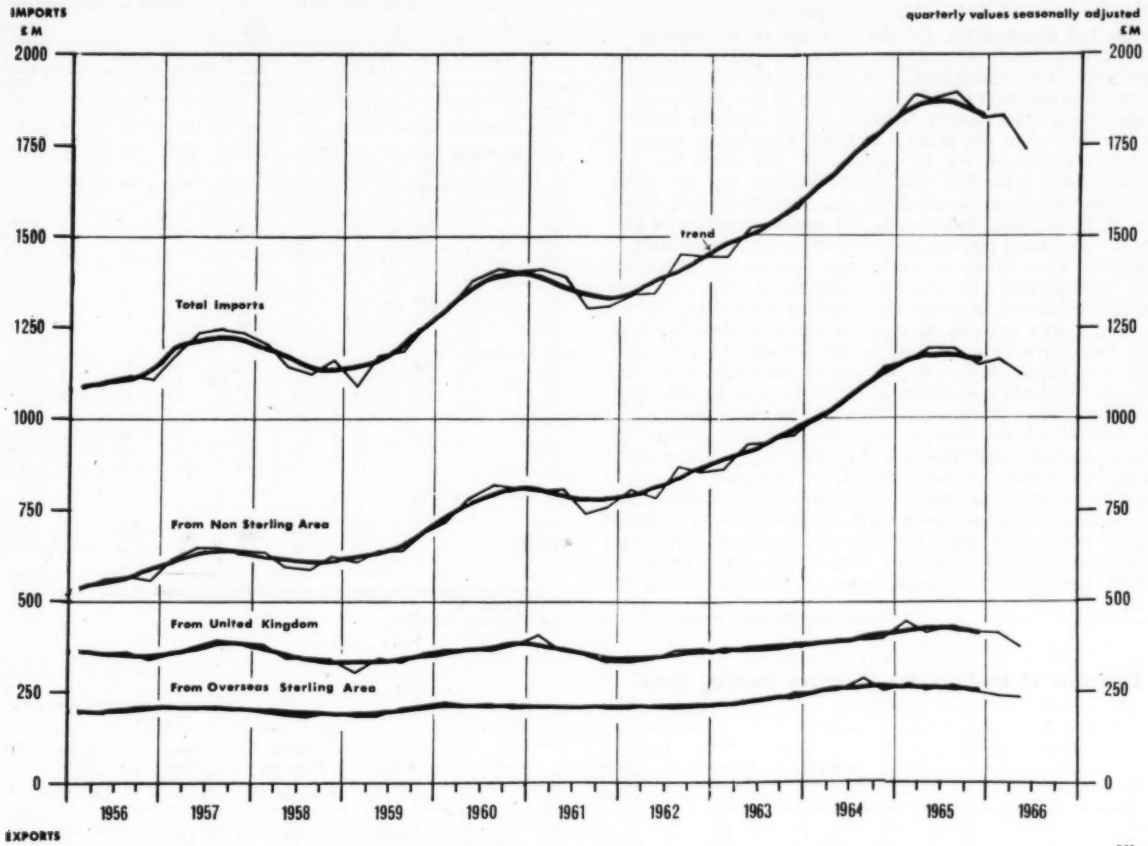
(i) Comparison made with 1965 figures which exclude Rhodesia.

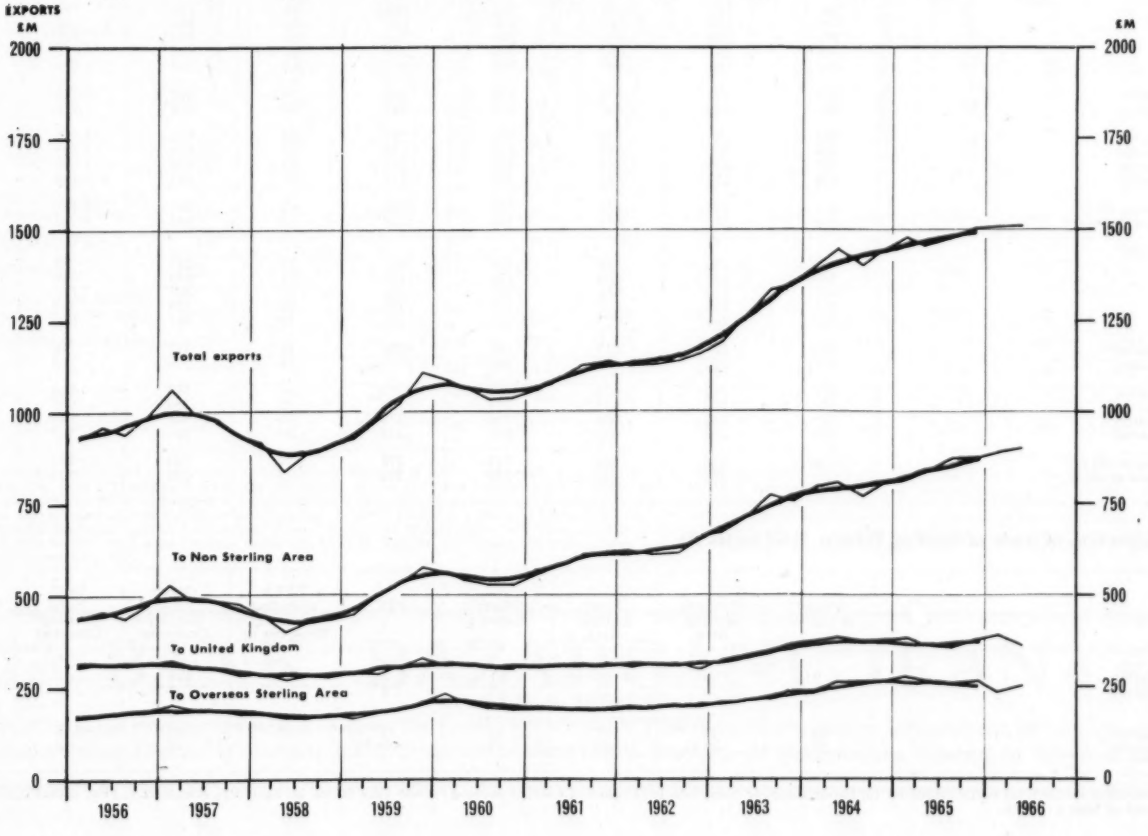
Table C
Exports of some major commodities from the Overseas Sterling Area

	Unit of quantity	Exports in second quarter of 1966			
		Quantity		Value	
		Unit	% change on a year earlier (i)	£ million	% change on a year earlier (i)
Raw wool	lbs. million	630·6	— 1	133	+ 8
Raw cotton	lbs. million	215·0	— 9	16	—14
Raw jute	tons '000	134·2	—12	12	—18
Wheat	tons '000	1,074·7	—50	23	—48
Raw sugar	tons '000	978·3	+ 4	33	+ 3
Lead	tons '000	103·8	+ 3	10	—10
Tin	tons '000	20·5	— 3	28	— 3
Copper	tons '000	156·9	—19	47	— 6
Raw cocoa	tons '000	261·4	—12	42	+ 2
Raw coffee	lbs. million	152·9	—14	19	+10
Tea	lbs. million	212·6	+ 6	38	+ 3
Natural rubber	tons '000	321·5	+10	58	+ 8
Cotton piece-goods	yds. million	276·8	— 9	21	— 4
Jute goods	tons '000	297·5	+ 5	42	+15
Meat and meat preparations	cwts. million	6·0	+ 2	74	+12

(i) Comparison made with 1965 figures which exclude Rhodesia.

Trade of the Overseas Sterling Area





OVERSEAS STERLING AREA TRADE, *continued*

million of the increase of £11 million (11 per cent) in her total export earnings for the quarter. Of the increase of £8 million in the overseas sterling area's exports of hides and skins Australia accounted for about £4 million and New Zealand for £2 million.

Hong Kong's exports increased by £9 million (9 per cent), nearly all to the non-sterling area, mainly North America and the member countries of the EEC. On the other hand, her exports to overseas sterling countries decreased by £2 million (8 per cent) but her exports to the United Kingdom rose by £1 million (10 per cent). Export figures for Singapore (estimated) and Tanzania show a rise in each case of £6 million. Pakistan is the major supplier of raw jute and has a substantial interest in raw cotton. Prices of both of these commodities were lower in the second quarter of 1966 compared with a year earlier, and this fact, combined with decreases in the quantities exported, resulted in a fall of £3 million in the overseas sterling area's exports of each of these commodities. In spite of this, Pakistan's exports rose by £5 million (11 per cent). This increase was partly due to higher export earnings from jute goods. Most of Pakistan's increase in exports was to the non-sterling area, the United States and the EEC in particular.

The only substantial decrease in exports recorded among the major overseas sterling countries was by Nigeria, whose exports were lower by £2 million (3 per cent). Over the past two years Nigeria's exports of crude petroleum have been rising steadily and have been a major factor in the growth of the country's export earnings, but in the second quarter of this year her export earnings from oil were only £2 million greater than in the same period of 1965. No firm figures of the total trade of Malaya during the

(*Text continued on page* 1136)

Table D

Overseas Sterling countries' imports from industrial countries (i)

2nd QUARTER 1965 COMPARED WITH 2nd QUARTER 1966

Imports into \ Imports from		United Kingdom	Germany	EEC including Germany	EFTA	North America	Japan	Total Industrial Countries	Total Imports
Australia:									
(a) 2nd Quarter 1965	£m.	76	19	40	10	92	9	228	291
(b) 2nd Quarter 1966	£m.	72	17	37	12	70	25	216	271
(c) Percentage change		—6	—10	—8	+23	—24	+194	—5	—7
Ceylon:									
(a)	£m.	5	1	5	—	1	2	12	35
(b)	£m.	7	2	5	1	2	3	16	41
(c)	%	+40	+90	—1	+77	+96	+57	+31	+17
Hong Kong:									
(a)	£m.	16	5	14	5	19	24	77	141
(b)	£m.	14	4	12	5	17	27	75	146
(c)	%	—12	—22	—10	+1	—6	+9	—3	+4
Irish Republic:									
(a)	£m.	50	6	14	4	13	1	85	99
(b)	£m.	43	5	12	3	10	1	72	86
(c)	%	—15	—6	—17	—2	—18	—34	—15	—13
Pakistan:									
(a)	£m.	18	17	24	2	38	10	93	107
(b)	£m.	14	7	13	4	21	7	59	70
(c)	%	—19	—55	—46	+51	—44	—34	—36	—34
Overseas Sterling Area: (ii)									
(a)	£m.	424	132	279	60	436	130	1,337	1,898
(b) (iii)	£m.	388	112	248	63	373	134	1,213	1,757
(c) (iii)	%	—7	—14	—10	+8	—14	+4	—8	—6

(i) Includes United Kingdom, Continental OECD, United States, Canada and Japan.
(ii) Provisional.
(iii) Excluding Rhodesia.

Table 1. Direction of trade of the Overseas Sterling Area

Quarters or quarterly averages in £ million

	United Kingdom	Overseas Sterling Area	Total Sterling Area	North America	EEC	EFTA excluding United Kingdom (*a*)	Other Non-Sterling Countries	Total Non-Sterling Countries	WORLD
IMPORTS (*d*)									
1961	366	213	578	226	189	46	318	779	1,358
1962	353	214	567	255	187	46	344	831	1,398
1963	371	229	601	298	201	51	370	921	1,522
1964	393	264	657	378	230	58	406	1,072	1,728
1965	431	266	697	392	275	62	450	1,179	1,876
1964 3rd quarter	382	290	672	378	243	59	412	1,091	1,763
4th quarter	406	260	666	419	245	59	432	1,156	1,822
1965 1st quarter	445	265	710	342	271	62	461	1,135	1,845
2nd quarter	424	268	692	436	279	60	431	1,205	1,898
3rd quarter	428	274	703	422	275	62	450	1,209	1,912
4th quarter	426	257	683	368	277	65	457	1,166	1,849
1966 1st quarter (*b*) (*e*)	416	239	655	376	260	62	442	1,141	1,795
2nd quarter (*b*) (*e*)	388	243	631	373	248	63	443	1,127	1,758
EXPORTS (*c*) (*d*)									
1961	315	196	510	156	165	21	257	599	1,109
1962	310	198	509	176	175	21	259	630	1,138
1963	337	217	554	191	206	25	305	727	1,281
1964	373	253	625	198	238	29	329	795	1,420
1965	366	261	627	214	253	34	347	847	1,474
1964 3rd quarter	360	264	625	198	208	28	312	746	1,371
4th quarter	378	258	636	201	241	31	322	795	1,431
1965 1st quarter	371	266	637	191	253	33	342	818	1,456
2nd quarter	371	262	633	219	266	32	350	867	1,500
3rd quarter	343	260	604	230	239	35	340	843	1,446
4th quarter	378	258	636	217	253	36	356	861	1,497
1966 1st quarter (*b*) (*e*)	376	226	602	212	278	34	359	883	1,485
2nd quarter (*b*) (*e*)	371	245	616	240	282	37	374	932	1,548

Estimated direction of trade of Sterling Persian Gulf States (f)

	United Kingdom	Overseas Sterling Area	Total Sterling Area	North America	EEC	EFTA excluding United Kingdom (*a*)	Other Non-Sterling Countries	Total Non-Sterling Countries	WORLD
IMPORTS									
1966 1st quarter	9	9	18	11	9	3	18	41	59
2nd quarter	12	8	20	11	8	3	23	45	65
EXPORTS									
1966 1st quarter	20	22	43	11	72	8	50	141	184
2nd quarter	27	22	50	11	70	9	46	136	185

(*a*) Not including Finland. (*b*) Partly estimated. (*c*) Exports include re-exports. (*d*) Excluding trade of Sterling Persian Gulf States. (*e*) Excluding Rhodesia. (*f*) For earlier figures, see *Board of Trade Journal of* May 27, 1966.

Table 2. Trade of the Commonwealth and Sterling Area

Quarters or quarterly averages in £ million

	1962	1963	1964	1965	1964		1965				1966		
					3rd quarter	4th quarter	1st quarter	2nd quarter	3rd quarter	4th quarter	1st quarter	2nd quarter	3rd quarter
IMPORTS (*a*):													
Australia	202	220	265	297	277	288	285	291	319	292	294	271	296 (*o*)
Ceylon	31	28	37	28	54	27	24	35	27	24	33	41	
Kenya, Tanzania (*c*), Uganda	35	38	40	46	39	44	44	45	47	49	51	51	
Ghana	30	33	30	40	30	36	35	30	44	51	50	23	
Hong Kong	104	116	134	140	130	139	140	141	131	148	140	146	
India	212	221	252	266	249	257	280	258	268	259	259	261 (*n*)	
Irish Republic	68	77	87	93	81	88	93	99	88	91	90	86	
Jamaica	20	20	25	26	24	26	24	29	25	28	28	23 (*d*)	
Malaya	44	44	47	49	47	48	50	50	49	46	49	49 (*d*)	
Mediterranean Territories (*e*)	21	23	22	24	20	24	22	23	24	28	24	24	
New Zealand	68	82	87	95	92	89	83	91	108	97	98	95	102
Nigeria	51	52	63	69	67	70	71	65	67	72	65	57	76 (*o*)
Pakistan	66	79	89	93	96	101	100	107	95	71	79	70	
Malawi	(*f*) 36	34	4	4	4	4	3	4	4	4	3	3 (*d*)	
Rhodesia			27	30	29	27	30	30	30	30	..	..	
Zambia			20	26	20	23	25	25	30	26	27	27 (*d*)	
Singapore	96	103	78	85	76	78	89	83	85	85	92	92 (*d*)	
South Africa (*h*) (*i*)	128	150	191	219	196	205	216	240	225	192	192	193	
Trinidad and Tobago	32	34	38	42	35	41	39	46	42	42	37	41 (*d*)	
Other	154	169	194	204	195	209	193	208	205	212	184	205 (*g*)	
OVERSEAS STERLING AREA (excluding Persian Gulf States) (*m*)	1,398	1,522	1,728	1,876	1,764	1,823	1,845	1,898	1,912	1,849	1,795	1,758	
PERSIAN GULF STATES; (*l*) (*d*)	46	49	51	55	51	53	59	64	46	49	59	65	
UNITED KINGDOM (*b*)	1,157	1,246	1,424	1,441	1,381	1,439	1,394	1,461	1,428	1,479	1,545	1,494	
TOTAL STERLING AREA (excluding Persian Gulf States) (*m*)	2,555	2,768	3,151	3,316	3,144	3,263	3,239	3,359	3,340	3,328	3,340	3,251	
STERLING COMMONWEALTH (*j*) (*m*)	2,301	2,475	2,800	2,926	2,793	2,888	2,861	2,936	2,947	2,963	2,991	2,893	
CANADA	521	543	622	716	605	656	612	739	702	811	726	855	775 (*o*)
RHODESIA	..	..	27	30	29	23	30	30	30	30	..	..	
COMMONWEALTH (*j*) (*m*)	2,823	3,018	3,422	3,642	3,398	3,544	3,473	3,676	3,649	3,774	3,718	3,747	
EXPORTS (*a*):													
Australia	210	247	271	269	245	276	266	273	264	274	264	291	294 (*o*)
Ceylon	33	32	35	36	41	31	33	37	42	32	33	36	
Kenya, Tanzania (*c*), Uganda	35	43	48	45	49	46	48	43	41	49	56	51	
Ghana	26	24	26	26	23	16	29	35	25	15	18	37	
Hong Kong	69	78	90	102	90	97	99	97	100	112	106	106	
India	126	145	152	151	152	162	153	139	150	162	154	141 (*n*)	
Irish Republic	44	49	56	56	57	56	50	48	64	61	58	51	
Jamaica	16	18	19	19	18	16	19	23	19	15	19	23 (*d*)	
Malaya	55	57	58	64	62	62	57	64	69	68	59	59 (*d*)	
Mediterranean Territories (*e*)	7	7	7	8	5	7	7	10	9	9	9	11	
New Zealand	72	82	96	90	71	85	108	103	65	84	115	114	82
Nigeria	42	47	53	67	54	52	62	73	73	60	70	70	74 (*o*)
Pakistan	35	37	46	47	40	48	49	45	36	60	59	49	
Malawi	(*f*) 52	56	4	4	4	3	4	3	4	3	4	4 (*d*)	
Rhodesia			34	39	43	36	39	39	39	39	..	..	
Zambia			42	48	40	42	45	45	50	49	61	61 (*d*)	
Singapore	67	67	50	55	51	52	53	53	58	56	59	59 (*d*)	
South Africa (*h*)	107	114	120	123	110	124	116	126	117	134	132	146	
Trinidad and Tobago	28	31	33	34	33	31	35	38	30	30	35	38 (*d*)	
Other	115	147	179	191	182	190	182	206	192	184	175	199 (*g*)	
OVERSEAS STERLING AREA (excluding Persian Gulf States)(*m*)	1,139	1,281	1,420	1,474	1,371	1,431	1,455	1,500	1,446	1,497	1,485	1,548	
PERSIAN GULF STATES (*l*) (*d*)	141	151	167	176	167	166	178	174	172	178	184	185	
UNITED KINGDOM (*k*)	1,016	1,091	1,141	1,224	1,052	1,189	1,163	1,247	1,184	1,303	1,317	1,247	
TOTAL STERLING AREA (excluding Persian Gulf States) (*m*)	2,154	2,372	2,561	2,699	2,423	2,620	2,617	2,747	2,630	2,799	2,802	2,796	
STERLING COMMONWEALTH (*j*) (*m*)	1,958	2,142	2,290	2,414	2,158	2,339	2,342	2,447	2,351	2,517	2,506	2,478	
CANADA	529	578	689	727	740	716	615	718	734	840	738	852	902 (*o*)
RHODESIA	..	..	34	39	43	36	39	39	39	39	..	..	
COMMONWEALTH (*j*) (*m*)	2,487	2,720	2,979	3,141	2,898	3,055	2,957	3,165	3,085	3,356	3,245	3,330	

(*a*) For valuation see statistical notes. (*b*) Values include imports of pearls, diamonds and other precious and semi-precious stones and revised valuations for parcel post. (*c*) Formerly Tanganyika and Zanzibar. (*d*) Estimated. (*e*) Cyprus, Gibraltar, Malta. (*f*) From January 1, 1964, figures of all trade are recorded separately for Malawi, Rhodesia and Zambia, including trade between the countries. (*g*) Partly estimated. (*h*) Includes South West Africa and also the Southern African territories of Lesotho (formerly Basutoland), Botswana (formerly Bechuanaland), and Swaziland. (*i*) Excludes military stores from 3rd quarter, 1963. (*j*) Excludes South and South West Africa; also excludes the Southern African territories of Lesotho (formerly Basutoland), Botswana (formerly Bechuanaland) and Swaziland whose import and export trade in 1964 amounted to £18·0 million and £17·1 million respectively. (*k*) Values include exports of pearls, diamonds and other precious and semi-precious stones. (*l*) Kuwait, Muscat and Oman, Bahrein, Qatar and Trucial States. (*m*) Excluding Rhodesia from January 1, 1966. (*n*) Provisional, (*o*) July-August at quarterly rate.

Total Assets as at 20.3.66 Rls. 6,424,149,000

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OVERSEAS STERLING AREA TRADE, *continued*

Table 3. Principal exports of the Overseas Sterling Area

Quarters or quarterly averages in £ million

	Raw Wool	Raw Cotton (*a*)	Raw Jute	Wheat	Raw Sugar (*b*)	Lead (*c*)	Tin	Copper	Raw Cocoa	Raw Coffee	Tea	Natural Rubber (*d*)
1961	112·9	14·3	16·8	27·7	26·5	5·7	18·5	35·3	27·0	10·2	47·1	72·7
1962	112·5	12·6	14·6	22·0	29·4	6·8	18·9	34·2	26·9	11·5	48·1	70·2
1963	128·7	18·5	14·2	29·2	45·2	7·0	21·3	37·1	27·0	13·7	49·3	66·5
1964	139·7	15·0	16·0	32·1	44·4	8·7	24·4	45·6	28·6	19·8	48·2	55·8
1965 (*e*)	119·3	18·2	16·5	33·7	34·4	10·1	29·1	54·1	29·1	16·8	47·4	57·7
1965 1st quarter	134·7	21·6	17·8	32·2	21·8	9·3	26·5	46·8	31·5	15·8	42·0	61·4
2nd quarter	122·5	18·7	14·7	43·7	33·4	11·0	29·0	50·8	41·2	17·5	36·8	53·5
3rd quarter	86·3	13·2	8·9	36·2	47·1	10·9	33·4	58·5	30·2	15·9	55·9	58·0
4th quarter (*e*)	133·8	19·1	24·4	22·7	35·5	9·2	27·5	60·4	13·4	17·9	54·9	58·0
1966 1st quarter (*e*) (*i*)	140·9	20·1	21·6	23·8	25·5	10·8	27·5	66·9	31·6	23·2	43·9	62·9
2nd quarter (*e*) (*i*)	132·7	16·0	12·1	22·7	33·2	10·0	28·2	46·7	41·9	19·3	37·9	57·9

	Cotton Piece-goods	Jute Goods	Meat and Meat Prepara-tions (*f*)	Dairy Products (*g*)	Hides and Skins (*h*)	Timber	Iron Ore	Fruit	Tobacco and Manu-factures	Rice	Vegetable Oils	Oilseeds and Nuts
1961	16·8	32·7	46·1	27·4	21·2	15·0	9·2	25·8	14·2	16·7	12·4	24·6
1962	15·1	33·9	50·7	27·6	21·5	15·9	12·4	28·4	15·6	18·8	11·7	22·7
1963	17·0	35·6	55·5	30·8	23·7	18·3	13·4	29·1	18·1	18·2	13·5	25·4
1964	20·3	38·3	62·4	35·9	24·8	19·7	13·0	34·3	18·1	17·0	15·0	23·5
1965 (*e*)	21·6	39·4	64·7	34·7	24·6	20·9	13·3	36·2	20·0	18·0	14·9	24·6
1965 1st quarter	21·6	27·8	69·0	40·9	23·8	20·5	12·6	32·6	8·8	18·6	13·6	23·1
2nd quarter	21·8	36·8	68·3	26·4	25·0	20·1	14·1	47·8	25·4	27·6	17·7	25·1
3rd quarter	17·9	45·8	65·0	24·6	24·7	22·5	15·1	33·1	26·3	14·6	16·6	26·9
4th quarter (*e*)	25·0	47·0	56·5	47·0	24·7	20·3	11·5	31·4	19·8	11·1	11·9	23·2
1966 1st quarter (*e*) (*i*)	22·6	43·0	66·8	40·9	27·8	22·5	15·7	32·8	3·9	18·1	13·6	23·7
2nd quarter (*e*) (*i*)	20·9	42·2	74·0	26·8	32·7	20·2	17·1	52·2	9·6	28·7	14·0	23·0

(*a*) Including linters. (*b*) Excluding Sugar Preference Certificates. (*c*) Including values of other metals found with lead in complex concentrates. See Statistical Notes. (*d*) Excluding gutta-percha and jelutong. Total exports of rubber from the Overseas Sterling Area include re-exports from Malaya which are not separately available. Mayalan imports of rubber (mainly from Sabah, Sarawak and Thailand) averaged £4·2 million per quarter in 1965. (*e*) Partly estimated. (*f*) Exports of meat from South Africa are excluded. (*g*) Milk, cream, butter, cheese and eggs. (*h*) Including hides and skins exported from India in the rough tanned condition. Excluding fur skins. (*i*) Excluding Rhodesia.

second quarter of 1966 are yet available, but estimated figures available for tin show that there was a 3 per cent fall in the overseas sterling area's exports by quantity, which, coupled with lower prices, resulted in a decrease of £1 million in the overseas sterling area's earnings from this commodity. This may be reflected in the exports of Malaya, the major producer of tin in the area. Rubber exports of the overseas sterling area rose by £4 million in spite of a slight drop in price, and most of this rise would be attributable to Malaya.

Imports into the overseas sterling countries

Imports into the overseas sterling area in the second quarter of 1966 fell by £110 million (6 per cent) below the level in the same period of 1965.

More than half the decrease in the second quarter occurred in imports from the non-sterling area; imports from North America fell by £60 million (14 per cent) and from the EEC by £27 million (10 per cent). Imports from the United Kingdom were lower by £27 million (7 per cent) and imports of the overseas sterling countries from each other fell by £15 million (6 per cent).

Many of the overseas sterling countries reduced the value of their imports in the second quarter compared with the same period last year. The largest absolute decrease was in imports by South Africa, which were £47 million (20 per cent) lower. Pakistan's imports decreased by £36 million (34 per cent), mostly in imports from the non-sterling area, which were £29 million (36 per cent) lower. Australia's imports fell by £21 million (7 per cent); a reduction of £20 million (25 per cent) in imports from the United States accounted for much of this, and imports from the overseas sterling countries and the United Kingdom fell by £6 million (18 per cent) and £4 million (6 per cent) respectively. Imports by the Irish Republic were £13 million (14 per cent) lower, the decrease being spread over most of the main areas of the world. The largest decrease in the Irish Republic's imports from any one country was a £7 million (15 per cent) drop in imports from the United Kingdom.

Imports of Singapore (estimated) and Ceylon show substantial increases; £9 million (11 per cent) and £6 million (17 per cent) respectively. In the case of Ceylon a major part of the increase was attributable to imports from the United Kingdom, an additional £2 million (40 per cent), and from other countries of the overseas sterling area.

Firm figures of sources of overseas sterling imports are available for only the five countries shown in Table D, but from the provisional figures available it is estimated that lower imports from the industrial countries accounted for most of the total decline in imports by the overseas sterling countries in the second quarter. The decrease of £60 million (14 per cent) in imports from North America accounted for a major proportion of the total decrease of £107 million (8 per cent) in total imports from industrial countries. Australia and Pakistan together accounted for nearly two-thirds of the total decrease in imports from North America. Australia's imports from Japan rose by £17 million to nearly three times the figure for the second quarter of 1965, when her trade with Japan was abnormally low. This increase is, however, the major factor in the 4 per cent increase in the overseas sterling area's imports from that country. Two-thirds of the £27 million (10 per cent) decrease in the imports of the overseas sterling area from the EEC were attributable to reduced imports from Western Germany, the main factor being a £9 million (55 per cent) decrease in Pakistan's imports from that country. Imports from EFTA excluding the United Kingdom, rose by £5 million (8 per cent); an increase of £2 million (23 per cent) in Australian imports from this source contributed significantly to this.

Statistical Notes

Definitions of the statistics in the tables were given in 'Statistical Notes' contained in the Overseas Sterling Area Trade Summary published in the *Board of Trade Journal* of May 27, 1966 (page 1198).

Overdrafts of the nationalized industries

THE TREASURY announce that the total bank overdrafts of the nationalized industries at October 19, 1966, amounted to £66.8 million, of which £55.8 million was from the clearing banks and £11.0 million from the Scottish banks.

Income and finance of quoted companies in 1965

UP TO THE end of September 1966 Statistics Division of the Board of Trade analysed the accounts of 1,670 quoted companies for accounting years ending between April 1965 and March 1966. This article presents the results of the 437 companies whose accounts for 1965 were received and analysed in the third quarter of 1966 and comments on the preliminary results for the year as a whole.

The 1,670 companies whose accounts for 1965 have so far been analysed account for 95 per cent of the income and assets of all companies in the Board of Trade analysis of the accounts of quoted companies engaged mainly in manufacturing and distribution in the United Kingdom, which in 1960 had net assets of £0.5 million or more, or income of £50,000 or more; the balance is represented by about 100 companies whose accounts for 1965 had not been received by the end of September 1966. Future analyses in this series will include about 400 additional companies which, at the end of 1960, had net assets of less than £0.5 million but which have since increased in size and now exceed this limit, and companies which have been granted stock exchange quotations since 1960 and which at the end of 1964 had net assets of £0.5 million or more. Thirty companies which between 1960 and 1964 fell below the size criteria have already been excluded from the analysis.

The revised form of presentation which was introduced in the analysis of accounts received up to the end of December 1965* is again adopted in this article. The changes are fully described in the notes at the end of this article.

Nearly one quarter of the companies whose accounts for 1965 have so far been analysed gave figures for turnover in the accounts. Excluding the companies which did not give comparable figures for 1964, the increase in turnover between 1964 and 1965 was about 10 per cent.

The spread of accounting dates

The pattern of companies' accounting dates in 1965 was very similar to that revealed in the previous year's analysis, and each quarter's report has shown a concentration of accounting dates ending in a particular month. Of the 598 accounts received up to the end of March 1966, 24 per cent related to a year ending in September 1965 and 20 per cent to June 1965. The most marked concentrations were shown in accounts received in the second and third quarters of 1966; in the second quarter 64 per cent of the accounts related to December 1965 and in the third quarter 76 per cent related to March 1966. Of the company accounting years, 34 per cent end in December and a further 23 per cent in March; there are smaller concentrations in September and June.

Company income

Each quarter's analysis of accounts for 1965 has shown an in-

*See *Board of Trade Journal* of February 11, 1966, page 310.

Table 1. Quoted companies – balance sheet summary

£ thousand

	Accounts received between July 1 and September 30, 1966				Accounts received up to September 30, 1966			
	Manufacturing Industries		Manufacturing and Distribution, etc.		Manufacturing Industries		Manufacturing and Distribution, etc.	
Balance sheet at end of year	1964	1965	1964	1965	1964	1965	1964	1965
Number of companies (a)	348	335	453	437	1,302	1,258	1,720	1,670
Fixed assets:								
Tangible fixed assets, net	1,465,321	1,673,893	1,938,307	2,186,366	7,654,130	8,443,860	9,399,146	10,431,132
Goodwill	129,634	158,696	173,906	205,053	469,880	488,432	588,188	617,853
Trade investments	138,044	154,633	194,310	213,754	628,163	699,389	736,140	822,603
Investment in unconsolidated subsidiaries	15,068	14,075	21,445	15,434	36,819	102,274	48,637	104,837
Total fixed assets, net	1,748,067	2,001,297	2,327,968	2,620,607	8,788,992	9,733,955	10,772,111	11,976,425
Current assets:								
Stocks and work in progress	1,079,971	1,180,802	1,261,451	1,377,810	4,657,827	5,090,383	5,435,741	5,952,158
Trade and other debtors, etc.	849,896	952,611	1,106,003	1,228,071	3,745,655	4,172,145	4,545,273	5,047,482
Investments (other than trade investments)	56,071	36,262	71,144	47,993	328,916	257,973	377,282	296,111
Of which:								
British government securities	7,600	6,720	10,335	7,561	53,329	41,079	60,092	45,413
Loans to local authorities	4,777	2,855	5,763	3,001	40,459	32,766	51,892	37,227
Other and unclassified quoted securities	37,828	21,734	48,457	30,920	182,606	138,951	205,149	160,899
Unquoted	5,866	4,953	6,589	6,511	52,522	45,177	60,149	52,572
Tax reserve certificates	5,788	1,681	10,077	3,957	73,557	34,817	86,975	40,450
Treasury bills	65	123	194	208	8,250	1,557	10,105	2,159
Cash	161,664	140,110	199,519	185,919	668,456	619,366	837,380	803,990
Total current assets	2,153,455	2,311,589	2,648,388	2,843,958	9,482,661	10,176,241	11,292,756	12,142,350
Less Current liabilities:								
Bank overdrafts and loans	226,246	319,133	278,541	385,921	893,336	1,159,473	1,125,265	1,435,019
Trade and other creditors, etc.	652,259	750,714	886,750	1,008,765	2,837,185	3,202,951	3,587,837	4,036,731
Dividends and interest due	64,289	65,248	83,238	84,962	299,768	319,881	374,113	402,051
Current taxation	96,658	59,704	128,276	81,586	657,186	551,818	801,839	668,815
Total current liabilities	1,039,452	1,194,799	1,376,805	1,561,234	4,687,475	5,234,123	5,889,054	6,542,616
Net current assets	1,114,003	1,116,790	1,271,583	1,282,724	4,795,186	4,942,118	5,403,702	5,599,734
Total net assets	2,862,070	3,118,087	3,599,551	3,903,331	13,584,178	14,676,073	16,175,813	17,576,159
Represented by:								
Future tax reserves	119,869	119,129	159,269	151,326	547,281	496,884	689,978	627,014
Tax equalization reserve	51,390	55,025	58,415	64,956	268,054	297,024	286,933	321,357
Long-term loans	377,373	443,034	454,901	526,677	1,842,442	2,080,441	2,125,245	2,438,812
Minority interests in subsidiaries	86,781	98,017	110,413	122,441	413,570	470,702	480,110	546,172
Shareholders' interest	2,226,657	2,402,882	2,816,553	3,037,931	10,512,831	11,331,022	12,593,547	13,642,804
Of which:								
Ordinary shares	991,929	1,056,796	1,209,180	1,278,111	4,592,673	4,787,876	5,465,818	5,700,215
Preference, etc., shares	150,096	142,657	194,932	187,014	777,815	769,689	949,422	939,697
Capital and revenue reserves	1,084,632	1,203,429	1,412,441	1,572,806	5,142,343	5,773,457	6,178,307	7,002,892
Accumulated depreciation on fixed assets	853,608	978,597	1,096,707	1,248,094	4,262,684	4,777,814	4,922,270	5,515,667
Contracts for capital expenditure not provided for	126,453	115,479	155,750	145,769	633,184	645,713	749,518	767,111

(a) The 1964 figures include companies which were independent in that year but which were acquired in 1965 by another company in the population.

QUOTED COMPANIES IN 1965, *continued*

crease in trading profits over 1964, but the increases have been considerably smaller than those recorded between 1963 and 1964, and the levelling out in profits that was indicated in accounts received up to the end of September 1965 now appears to be confirmed.

Gross trading profits of companies reporting in the third quarter of 1966, at £658 million, were 4 per cent higher than for the same companies a year earlier, a slightly larger increase than that for companies reporting in the two earlier quarters of 1966 (when rises in profits of 3 per cent were recorded). For the accounting year 1965 as a whole, gross trading profits of the 1,670 companies included in the analysis were 4 per cent higher than in 1964, compared with an increase of 16 per cent between 1963 and 1964.

The gross trading profits of all companies, as estimated quarter by quarter by the Central Statistical Office, for the 12 months ending December 1965 were just over 3 per cent higher than in the previous 12 months. The latest results in the Central Statistical Office series show that profits during the first half of 1966 were slightly below the level for the previous year.

The third quarter's analysis of the accounts of quoted companies shows that of the 22 individual industry groups for which separate figures are calculated, 10 showed increased profits over the previous year. Of the remainder, eight industries showed no change and four recorded falls in profits. The largest increases were in the electrical engineering industry (up 15 per cent), the chemicals and allied industries (up 14 per cent) and in textiles (up 12 per cent). Falls in trading profit were recorded by the food industries (down 13 per cent) and by the timber, furniture, etc. industry (down 15 per cent), while companies in shipbuilding and marine engineering made losses.

Gross income (trading profit plus investment and other income) of all companies reporting up to the end of September 1966 rose from £2,956 million in 1964 to £3,099 million in 1965, an increase of 5 per cent; for companies reporting between July and September the rise was 4 per cent. The appropriation of income throughout 1965 is affected by the new tax arrangements brought about by the substitution of corporation tax for the previous system under which company profits were subject to profits tax and income tax. Additionally, in accounts received in the second and third quarters of 1966, over half the accounts analysed reflect, at least in part, the change in the treatment of tax on dividends brought about by the Finance Act, 1965, whereby companies bear the gross cost of a dividend, paying the net amount to shareholders and accounting to the Inland Revenue for the income tax due thereon. To maintain comparability with the results for 1964, when dividends were shown net of tax, an estimate has been made of the amount of tax expected to be payable on 1965 dividends shown in accounts gross of tax, and this amount has been deducted from dividend distributions and added to taxation appropriations. 312 of the 437 companies reporting in the third quarter of 1966 showed all or part of their 1965 dividends gross of tax, and for these companies the amount of tax payable was estimated to be about £24 million on gross dividends of £58 million. For the year 1965 as a whole about £61 million was deducted from dividends and added to tax payments, being the estimated amount of tax payable on gross dividends of £147 million. The overall effect of the new arrangements on the 1,670 accounts analysed for the transitional year 1965 is that *appropriations* for tax were proportionately smaller in 1965 (26 per cent compared with 34 per cent in 1964) and the amount of retained profits proportionately larger (26 per cent compared with 19 per cent in 1964). In absolute terms, retentions over the whole year rose by £228 million, interest on long-term loans by £19 million and depreciation provisions by £83 million, while tax appropriations fell by £200 million. Dividend distributions (net of tax) rose by £12 million, or just over 2 per cent.

Depreciation provisions plus the amount retained in reserves, which together are available to finance companies' expansion,

(*Continued on page* 1140)

Table 2. Quoted companies – sources of company funds

£ thousand

	Accounts received between July 1 and September 30, 1966				Accounts received up to September 30, 1966			
	Manufacturing Industries		Manufacturing and Distribution, etc.		Manufacturing Industries		Manufacturing and Distribution, etc.	
	1964	1965	1964	1965	1964	1965	1964	1965
Number of companies	348	335	453	437	1,302	1,258	1,720	1,670
Sources of funds:								
Proceeds from issue of loan and share capital:								
For cash	29,037	58,576	40,705	64,341	189,944	263,409	264,880	336,862
Of which:								
Ordinary shares	—14,356	8,437	—10,868	8,581	55,980	36,568	86,211	40,832
Preference, etc., shares	1,219	—750	1,205	—964	1,110	—1,867	1,243	—3,266
Long-term loans	42,174	50,889	50,368	56,724	132,854	228,708	177,426	299,296
In exchange for subsidiaries	70,198	96,757	79,524	102,834	160,430	220,616	199,366	251,313
Of which:								
Ordinary shares	64,895	92,101	74,221	97,373	124,546	168,247	149,288	192,657
Preference, etc., shares	5,104	918	5,104	918	16,493	9,953	22,027	11,196
Long-term loans	199	3,738	199	4,543	19,391	42,416	28,051	47,460
Total receipts from issues	99,235	155,333	120,229	167,175	350,374	484,025	464,246	588,175
Increase in short-term credit:								
Increase in amount owing to banks	68,770	88,222	73,754	102,854	135,013	262,782	158,033	305,834
Increase in trade and other creditors, etc.	117,394	86,853	141,241	106,791	376,683	342,112	478,181	420,349
Total increase in short-term credit	186,164	175,075	214,995	209,645	511,696	604,894	636,214	726,183
Internal sources: income from trading and other activities:								
Gross trading profit	489,865	508,327	634,557	657,768	2,326,732	2,413,479	2,827,761	2,942,247
Income from trade investments	20,600	26,310	29,973	35,257	80,180	89,587	94,478	104,445
Income from other investments	8,466	7,110	10,314	9,645	36,917	37,212	43,731	46,056
Prior year adjustments other than tax	—317	—315	—77	—643	—13,557	6,197	—13,188	6,462
Other capital receipts	13,121	3,718	13,776	3,990	38,666	40,681	45,832	47,291
Other income	334	169	1,173	180	2,113	—980	3,476	—619
Total income from trading and other activities	532,069	545,319	689,716	706,197	2,471,051	2,586,176	3,002,090	3,145,882
Total sources of funds	817,468	875,727	1,024,940	1,083,017	3,333,121	3,675,095	4,102,550	4,460,240
Appropriation of trading and other income:								
Depreciation provisions	108,685	129,519	147,748	173,038	601,996	668,040	711,287	793,623
Amounts written off	1,885	1,006	2,026	1,188	4,664	4,225	5,345	5,698
Taxation	181,858	157,121	231,806	197,179	817,217	652,895	1,006,304	806,173
Of which:								
Current UK taxation	139,442	140,252	179,653	184,840	607,015	572,966	767,007	733,077
Increase in future tax reserves	27,509	—273	35,659	—4,142	123,510	—20,518	146,797	—28,858
Overseas tacation	20,643	24,469	23,446	27,992	112,361	131,163	122,568	144,051
Less: Prior year tax adjustments	5,736	7,327	6,952	11,511	25,669	30,716	30,068	42,097
Interest on long-term loans	20,518	24,339	25,009	29,369	97,617	111,552	112,969	132,378
Dividends (net):								
Ordinary	90,433	94,168	117,650	122,177	421,619	432,263	521,135	534,523
Preference, etc.	5,275	5,182	7,122	7,034	29,170	28,022	36,240	34,815
Retained profits and other capital receipts	123,415	133,984	158,355	176,212	498,768	689,179	608,810	838,672
Total appropriations of trading and other income	532,069	545,319	689,716	706,197	2,471,051	2,586,176	3,002,090	3,145,882

Table 3. Quoted companies – uses of company funds

£ thousand

	Accounts received between July 1 and September 30, 1966				Accounts received up to September 30, 1966			
	Manufacturing Industries		Manufacturing and Distribution, etc.		Manufacturing Industries		Manufacturing and Distribution, etc.	
	1964	1965	1964	1965	1964	1965	1964	1965
Number of companies	348	335	453	437	1,302	1,258	1,720	1,670
Uses of funds:								
Payments out of income:								
Taxation payments	146,675	187,603	183,144	240,081	633,024	763,128	782,222	950,331
Dividend distributions	98,967	99,680	127,400	128,859	434,341	442,315	538,304	544,414
Interest on long-term loans	20,578	24,295	25,082	29,322	97,054	111,481	112,617	132,258
Total payments out of income	266,220	311,578	335,626	398,262	1,164,419	1,316,924	1,433,143	1,627,003
Expenditure on fixed assets, etc.:								
Tangible fixed assets	228,061	246,826	302,000	317,179	995,708	1,224,254	1,242,576	1,488,490
Adjustments due to consolidation	—26,750	—13,715	—32,848	—16,371	—68,725	—41,407	—93,165	—53,689
Intangible assets	5,992	1,796	7,851	2,882	—1,911	3,452	1,479	6,099
Trade Investments	—35,430	16,534	—43,719	19,028	20,024	68,659	10,209	80,368
Acquisition of subsidiaries	142,747	162,708	166,247	174,477	372,925	393,795	444,936	444,596
of which:								
By issue of shares and loans	70,198	96,757	79,524	102,834	160,430	220,616	199,366	251,313
By cash	72,549	65,951	86,723	71,643	212,495	173,179	245,570	193,283
Other expenditure on capital account	8,112	9,352	10,282	11,595	45,260	42,764	55,977	50,016
Total expenditure on fixed assets, etc.	322,732	423,501	409,813	508,790	1,363,281	1,691,517	1,662,012	2,015,880
Increase in current assets, etc.:								
Increase in stocks	135,434	103,363	157,651	118,917	400,936	426,103	489,145	506,451
Increase in trade and other debtors, etc.	112,234	86,630	141,495	106,583	478,893	411,022	586,129	488,519
Increase in liquid resources	—19,152	—49,345	—19,645	—49,535	—74,408	—170,471	—67,879	—177,613
Of which:								
Tax reserve certificates	—2,717	—5,589	—2,900	—7,656	—23,349	—39,466	—31,979	—47,463
Other investments	—10,252	—17,162	—8,319	—21,827	—11,290	—64,229	—7,311	—74,066
Cash etc.	—6,183	—26,594	—8,426	—20,052	—39,769	—66,776	—28,589	—56,084
Total increase in current assets	228,516	140,648	279,501	175,965	805,421	666,654	1,007,395	817,357
Total uses of funds	817,468	875,727	1,024,940	1,083,017	3,333,121	3,675,095	4,102,550	4,460,240

Table 4. Expenditure by quoted companies on acquiring subsidiary companies – 1962 to 1965

£ million

	Manufacturing Industries				Manufacturing and Distribution			
	Final figures			Accounts received up to Sept. 30, 1966	Final figures			Accounts received up to Sept. 30, 1966
	1962	1963	1964	1965	1962	1963	1964	1965
Expenditure during the year on acquiring subsidiaries	269·7	267·3	428·2	409·8	335·7	328·6	501·7	461·3
Of which:								
Total shares, etc.	176·5	115·9	169·9	215·4	216·7	141·9	197·9	245·0
Ordinary	148·3	85·6	139·2	163·9	183·4	107·4	164·5	188·0
Preference	12·8	7·3	12·0	9·2	16·9	11·1	13·5	9·6
Long-term loans	15·4	23·0	18·7	42·3	16·4	23·4	19·9	47·4
Cash	93·1	151·2	258·2	194·4	119·0	186·5	303·8	216·3
Previous trade investment	21·9	2·8	96·7	6·8	22·3	3·4	99·5(1)	8·3
Total expenditure on subsidiaries acquired during the year	291·6	270·0	524·9	416·7	358·0	332·0	601·2	469·7
Total expenditure on quoted companies acquiried during the year	163·9	139·5	229·1	311·1	191·3	157·4	264·2	339·1
Number	(50)	(63)	(57)	(55)	(62)	(77)	(71)	(67)
Net book value	130·2	113·9	177·4	230·2	151·2	129·4	209·6	246·4
Of which:								
Net tangible fixed assets	90·4	62·1	119·3	202·4	100·0	72·3	161·0	217·0
Current assets *less* current and other liabilities	22·6	35·8	44·7	19·1	31·0	36·3	33·6	20·3
Other assets	17·3	16·0	13·5	8·6	20·3	20·9	15·0	9·1
Reconciliation of total expenditure and net book value:								
Excess payment	36·9	43·2	64·2	89·2	45·3	45·8	74·2	101·3
Excess book value	—3·3	—17·5	—12·5	—8·3	—5·3	—17·8	—19·7	—8·6
Total expenditure on non-quoted companies acquired during the year	127·8	130·4	295·8	105·6	166·7	174·5	337·0	130·6
Number	(426)	(518)	(642)	(466)	(574)	(808)	(868)	(645)
Net book value	94·2	104·8	186·3	77·2	125·2	134·2	214·5	94·0
Reconciliation of total expenditure and net book value:								
Excess payment	34·2	30·4	113·3	32·1	43·8	45·8	127·4	40·7
Excess book value	—0·8	—4·8	—3·7	—3·8	—2·3	—5·5	—4·9	—4·0
Expenditure during the year on acquiring subsidiaries	269·7	267·3	428·2	409·8	335·7	328·6	501·7	461·3
less Proceeds from the sale of subsidiaries	25·8	21·8	41·6	28·6	33·9	26·6	59·1	37·5
plus Expenditure on acquiring minority interests (*less* proceeds from the disposal of minority interests) and amounts written off existing subsidiaries	2·9	4·5	18·7	12·5	4·1	4·6	35·0	20·8
equals Expenditure on acquiring subsidiaries (as recorded in the Board of Trade series 'Sources and Uses of Company Funds' – Table 3 in this article for 1965)	246·8	250·0	405·4	393·8 (372·9)(2)	305·9	306·6	477·7	444·6 (444·9)(2)

(1) Includes Imperial Chemical Industries' investment in British Nylon Spinners. The transaction by which British Nylon Spinners changed from being a joint-holding (with Courtaulds) to being a wholly-owned subsidiary of ICI accounted for the following amounts: total expenditure during the year 10·0; of which, payment in cash 10·0; previous trade investment holding 82·8; total expenditure on subsidiaries acquired during the year 92·8; total expenditure on unquoted subsidiaries acquired during the year 92·8; net book value 54·1 and excess payment 38·7. In addition, ICI cancelled its holding of 37½% of Courtauld's capital, the book value of which was £60·3 million.

(2) Expenditure by the same companies in 1964.

QUOTED COMPANIES 1965, *continued*

rose from £1,274 million in 1964 to £1,585 million in 1965 and amounted to 51 per cent of gross income. Details of the appropriation of company income are shown in Table 2.

Company expenditure

Throughout 1965 company expenditure remained at a high level and over the year as a whole was £181 million (8 per cent) higher than in 1964.

Companies reporting in the third quarter of 1966 spent £174 million in 1965 on acquiring subsidiaries, a rise of 5 per cent over the previous year; over half the expenditure was accounted for by four large acquisitions – of Wall Paper Manufacturers and of Polycell Holdings by Reed Paper Group (for £51 million and £12 million respectively), of R. A. Lister & Co. by Hawker Siddeley Group (for £19 million) and of Inns & Co. by Redland Holdings (for £16 million). Over the year 1965 as a whole, expenditure on acquiring subsidiaries at £445 million was at virtually the same level as for the same companies in 1964, but a higher proportion of the expenditure during the year on new subsidaries (53 per cent in 1965 compared with 39 per cent in 1964) was covered by the issue of shares and long-term loans. Table 4 summarizes the main features of expenditure on acquiring subsidiaries over the years 1962 to 1965.

Accounts analysed in the third quarter of 1966 showed a sharp fall in the rate of stockbuilding in 1965 (from £158 million in 1964 to £119 million in 1965); over the year as a whole stocks rose by 3 per cent, the smallest proportionate increase since 1963 when the upward trend in stockbuilding first became noticeable. Eleven of the 22 individual industries showed a rise in stocks in 1965, with increases ranging from £½ million (transport) to £32 million (non-electrical engineering). Two industries showed no change, while of the remainder the textile industry showed the greatest run-down in stocks in 1965, with a fall of £34 million over the previous year.

During 1965 as a whole expenditure on tangible fixed assets rose by 20 per cent from £1,243 million in 1964 to £1,488 million in 1965, while expenditure on trade investments rose by £70 million and on intangible assets (goodwill, etc.) by £5 million. There was a fall of £40 million (from £108 million in 1964 to £68 million in 1965) in net trade and other credit granted, while liquid resources by way of cash and other short-term assets fell by £178 million during 1965, compared with a fall of £68 million in 1964. Accounts received in the third quarter showed no net extension of trade credit, and a fall of £50 million in liquid assets (compared with a fall of £20 million in the previous year).

The financing of expenditure

Bank overdrafts and loans rose by £306 million in 1965 as a whole (compared with a rise of £158 million in 1964), but this increase together with the rise of £311 million to £1,585 million in internally generated funds (depreciation provisions and retained profits) was insufficient to finance the high rate of company expenditure. In addition to the shares and long-term loans issued in connection with the acquisition of subsidiaries, companies raised a further £337 million by way of shares and loans, an increase of 27 per cent over the previous year. Within this total, issues of long-term loans rose substantially (£299 million compared with £177 million in 1964), while issues of ordinary shares fell by more than a half between 1964 and 1965 (from £86 million in 1964 to £41 million in 1965). Companies reporting in the third quarter increased their bank loans and overdrafts by £103 million (£74 million in 1964), while depreciation provisions and retained profits amounted to £345 million (£292 million in 1964) and receipts in cash from the issue of loan and share capital were £64 million (£41 million in 1964). The sources and uses of company funds are shown in greater detail in Table 3.

Contracts for capital expenditure not provided for in the accounts rose by 2 per cent from £750 million in 1964 to £767 million in 1965, the smallest proportionate and actual change since 1962. The largest increase, of £16 million, was recorded by the chemicals industry, while the metal manufacturing industry showed a fall of £19 million.

Although there was a levelling out in the rate of profitability in 1965, the overall results show that the increased business activity which was noticeable in the analysis of accounts for 1964 was maintained in 1965.

Notes – Tables 1-3 present an analysis of accounts for the 'year' 1965 (with comparable figures for 1964) based on accounts received by the Board of Trade up to the end of September 1966.

The figures for accounts received between July and September are not quarterly in the sense of representing experience during the quarter; a company's accounts relate to a year's experience and the average period reflected in an aggregation of company accounts will depend on the spread of accounting dates represented by the accounts. In general, accounts received in a later quarter represent annual experience centred on a later date than those received in an earlier quarter; but since there is a seasonal pattern in industrial accounting dates, comparisons between figures published in successive quarters will reflect these seasonal factors as well as the underlying trend. There is also great variability in experience between companies and this can influence the comparisons between figures for different quarters.

The companies included are those with assets of £0.5 million or more, or income of £50,000 or more, whose shares were quoted on a United Kingdom stock exchange at the end of 1960 and which are mainly engaged in the United Kingdom in manufacturing, distribution, construction, transport and certain other services. Companies whose main interests are in agriculture, shipping, insurance, banking, finance and property, and those operating wholly or mainly overseas, are not included. Wherever possible the accounts used in the analysis are the consolidated accounts of groups of companies, including the balance sheet and the profit and loss accounts of subsidiary companies within each group.

The statistics are not therefore confined to activities in the United Kingdom since over one quarter of the companies are known to have subsidiaries operating overseas whose accounts are consolidated with those of the group. The 1964 figures include companies which were independent in that year but which were acquired in 1965 by another company in the population.

Changes in presentation

The tables in the present article reflect the revised system of analysis applied to accounts for 1964 and later years. The main alterations to the headings shown in previous articles are described below.

TABLE 1. BALANCE SHEET

Trade and other debtors
Trade and other creditors

Other debtors and other creditors are no longer distinguished from trade debtors and trade creditors respectively; many companies do not make these distinctions and the amounts involved are relatively small.

Investments (other than trade investments)

This heading, previously called marketable securities, is now shown in greater detail, distinguishing British Government securities (where shown) loans to local authorities (where shown), and unquoted securities. Where no analysis of investments is given they are all classified to the residual heading, which also includes such items as overseas government securities, company securities, etc.

Tax equalization reserves

This heading, previously included in capital and revenue reserves, is now shown separately.

Provisions

This heading is no longer distinguished. In so far as provisions are treated as current liabilities by companies, they are included in the heading 'trade and other creditors, etc.'. In so far as provisions are treated by companies as part of their capital they are included in the heading 'capital and revenue reserves'.

Treasury Bills

Treasury bills, which were previously included in the heading 'Cash', are now shown separately.

TABLE 2. SOURCES OF COMPANY FUNDS

Proceeds from issue of loan and share capital (less redemptions)

Issues in exchange for acquiring subsidiary companies are now shown separately from issues for cash.

Increase in trade and other creditors

As in the balance sheet other creditors are no longer distinguished from trade creditors.

Total income from trading and other activities

Income from trade investments is now shown separately: previously it was included in total income from investments.

Other capital receipts, which cover two previous headings (increase in liability to minority shareholders, and other receipts on capital account), are included here since they do not fit naturally into either of the other main headings of the sources account – new capital and short-term credit.

Appropriation of income, which is appended to the total sources of company funds, is subject to four changes.

Amounts written off are distinguished from depreciation provisions.

Overseas tax is now distinguished from United Kingdom taxation, and United Kingdom taxation is split between current taxation and the *increase in future tax reserves.*

Other capital receipts are combined with retained profits to maintain the equality between the total income from trading and other activities and the appropriation of total income.

Share due to minority interests is now eliminated and appropriate amounts allocated to dividends (net) and retained profits.

TABLE 3. USES OF COMPANY FUNDS

The table now falls into three parts : payments out of income, expenditure on fixed assets, etc. and increase in current assets.

Taxation payments represent taxation as shown in the appropriation of income less the increase in current and future tax liabilities (that is 'additions to accrual: tax' shown previously as a source of funds). Similarly *dividend distributions* represent dividends (net) as shown in the appropriation of income less the 'additions to accruals: dividends' and *interest on long-term loans* represent the corresponding item – the appropriation of income less 'additions to accruals: interest'.

Expenditure on tangible fixed assets includes the surplus on the sale of fixed assets as a negative item, and the loss on the sale of fixed assets as a positive item.

The *consolidation adjustment* is now deducted from expenditure on fixed assets, etc., as it is more likely to be appropriate to this category than to others, although this is only an approximation.

Expenditure on the acquisition of subsidiaries is now divided between cash expenditure and issues of share and loan capital.

Expenditure out of provisions is now eliminated as a separate heading as a result of the new treatment of provisions mentioned in connection with the balance sheet.

Changes in holdings of liquid assets (cash, etc., tax reserve certificates and other investments) are now treated as uses of funds instead of the previous treatment where they formed a balancing item.

Because of rounding, the total of a row or column may not be exactly equal to the sum of its components.

Detailed figures corresponding to those in the tables accompanying this article for each of 22 industry groups will be published in the next issue of the Ministry of Labour's 'Statistics on Incomes, Prices, Employment and Production'.

TABLE 4. EXPENDITURE BY QUOTED COMPANIES ON ACQUIRING SUBSIDIARY COMPANIES

This table, not previously included in the *Board of Trade Journal* articles, is in the same form as Table 2 of 'Acquisitions and Amalgamations of Quoted Companies, 1962-1963' (*Economic Trends*, November 1965).

Tourist arrivals up 14 per cent

MORE THAN 370,000 foreign visitors came to Britain in August – 48,000 more than in the same month last year – according to the British Travel Association. August arrivals brought the total number of foreign visitors to Britain in the first eight months of the year to 1,852,000 – an increase of 223,000 (14 per cent) over the same period of record-breaking 1965.

Visitors from European countries in August numbered 211,000, a rise of 21,000: they brought the total number of European visitors in the first eight months of the year to 1,142,000 – an increase of 137,000 (14 per cent) on the period. United States visitors in August totalled 128,000, an increase of 19,000, and brought the total number of United States visitors to Britain in the first eight months of the year to 559,000 – a rise of 57,000 (11 per cent) on the period. Details of the numbers of visitors from British Commonwealth countries are not yet available.

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THE FOLLOWING TITLES and issues of Business Monitor Production Series are now available, and copies may be obtained by annual subscription from HMSO, PO Box 569, London, S.E.1:

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Production of man-made fibres in September

TOTAL PRODUCTION by weight of man-made fibres in September was 2 per cent more than in September 1965. Within the total, output of continuous filament was 4 per cent more while output of staple fibre was unchanged.

Total deliveries by weight of man-made fibres in the third quarter of 1966 were 2 per cent less than in the corresponding quarter of 1965.

Deliveries of continuous filament yarn to the home user industries were 4 per cent more than in the third quarter of 1965, deliveries for industrial purposes increasing by 9 per cent. Deliveries to the weaving and hosiery industries were 1 and 2 per cent more respectively, but deliveries to the warp-knitting industry were 7 per cent less.

Deliveries of staple fibre to the home user industries were 3 per cent less than in the third quarter of 1965 – deliveries to cotton spinning were 12 per cent less and to wool spinning 2 per cent less.

Deliveries of continuous filament yarn and staple fibre for export were 17 and 5 per cent less respectively than in the same quarter last year.

Man-made fibre production

(million lb. 'delivered weight' basis)

	Continuous filament (singles)	Staple fibre	Total
1962 (quarterly average)	72·7	84·1	156·8
1963 (quarterly average)	82·6	97·2	179·8
1964 (quarterly average)	94·5	111·8	206·3
1965 (quarterly average)	99·1	116·4	215·5
1965 2nd quarter	101·0	120·8	221·9
3rd quarter	93·7	105·8	199·5
1966 2nd quarter	111·6	120·8	232·4
3rd quarter	97·2	108·2	205·4
1965 July	30·8	38·7	69·5
August	31·4	30·6	62·0
September	31·5	36·4	67·9
1966 July	34·0	39·2	73·2
August	30·4	32·6	62·9
September	32·8	36·5	69·2

Deliveries of continuous filament yarns

(Thousand lb. actual weight)

	Year 1964	Year 1965	1965 April-June	1965 July-Sept.	1966 April-June	1966 July-Sept.
Weaving	87,133	89,080	21,583	20,679	23,792	20,840
Hosiery	56,831	55,159	11,886	13,438	17,794	13,736
Warp knitting	42,625	47,151	11,546	10,652	11,387	9,860
Industrial purposes (tyres, etc.)	95,732	106,019	25,784	24,603	28,319	26,894
Other purposes	13,257	12,793	3,238	2,935	3,774	3,947
Exports as yarn (a)	94,556	87,227	21,164	20,724	20,939	17,245
Total	390,133	397,428	95,202	93,031	106,005	92,523

(a) The figures refer to deliveries from the industry direct for export and may differ from the totals recorded as exports in the monthly trade accounts.

Deliveries of staple fibre

(Thousand lb. actual weight)

	Year 1964	Year 1965	1965 April-June	1965 July-Sept.	1966 April-June	1966 July-Sept.
Cotton spinning	136,654	125,728	33,964	27,530	30,805	24,163
Wool spinning	127,352	125,493	33,248	28,550	33,541	27,845
Flax spinning	38,296	29,419	7,841	6,349	5,465	7,528
Other spinning systems and sundries	47,275	53,983	14,587	13,281	14,648	14,273
Exports (a)	110,359	116,110	28,055	28,306	30,259	26,773
Total	459,937	450,734	117,695	104,016	114,718	100,582

(a) The figures refer to deliveries from the industry direct for export and may differ from the total recorded as exports in the monthly trade accounts.

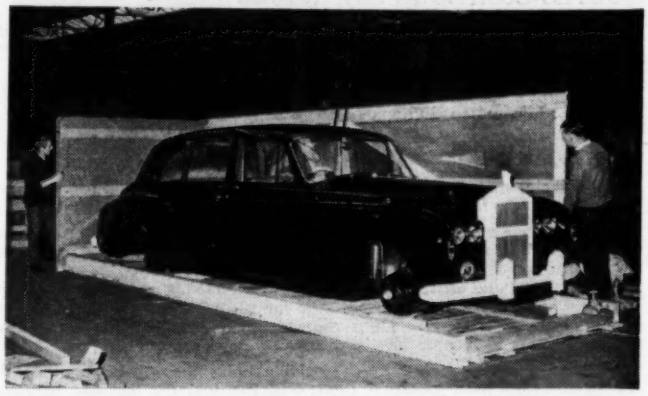
Turnover of the motor trades in August

THE TOTAL TURNOVER of the motor trades in August showed no change from that recorded in August 1965 compared with an increase in trading in July of 8 per cent over July 1965. As the series indicate, activity in August is normally lower than in the preceding month but this year the total turnover was 23 per cent lower than the total turnover in July compared with a drop of 17 per cent between July and August last year.

The dominant feature of this month's trading was the continued growth of the figure for all other sales and receipts which covers the sale of petrol, oil, spares and accessories, and receipts from servicing and repairs, which, although seasonally lower than the level of July, was 12 per cent above the figure for the corresponding period last year.

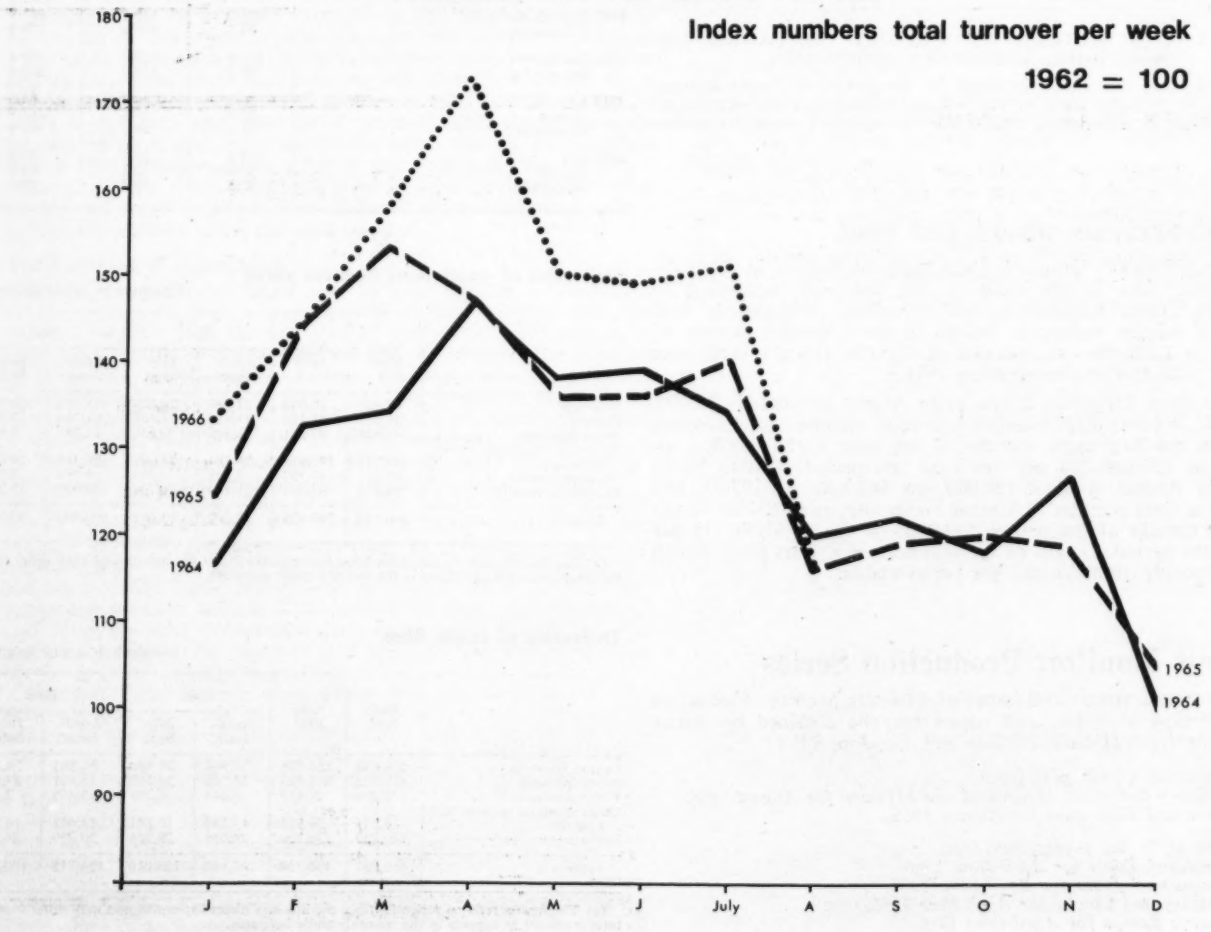
Sales of new motor vehicles dropped to their lowest level since December 1963 and were 12 per cent below those of August 1965. Used vehicle sales were at their lowest level so far this year and were 10 per cent below the figure for August 1965. The drop in sales of both new and used vehicles experienced this year between July and August is considerably more than the seasonal drop experienced in the preceding three years and reflects the effect of the more stringent hire purchase restrictions imposed in July.

It should be remembered that the indices are based on value and that any changes in the price of goods and services provided by the motor trade, such as changes in the retail prices of cars and the increase in petrol duty by 4d. a gallon from July 20, will affect the figures.



A £9,000 Rolls-Royce Phantom V purchased by HH Sheik Shabut Bin Sultan Al-Nahaiyan, the Ruler of Abu Dhabi. Picture shows the car being packed for export at Lep Packing's Chiswick depot in London.

TURNOVER IN THE MOTOR TRADES



Index numbers of turnover per week and percentage changes on a year earlier (a)

1962 = 100

Kind of business (Turnover in 1962 £ million)	Year	1st qtr.	2nd qtr.	3rd qtr.	4th qtr.	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
TOTAL TURNOVER (£2,979 million)	1963	112	105	125	113	104	89	101	121	124	132	120	124	110	107	112	112	92
	1964	127	128	141	125	114	116	132	134	147	138	139	134	120	122	118	127	100
	1965	130	141	140	125	114	124	144	153	147	136	136	140	116	119	120	119	105
	1966	147(b)	146	157			133	144	158	173	150	149	151	116				
	1965	+2	+11	—1	Nil	Nil	+7	+9	+14	Nil	—1	—2	+4	—3	—2	+2	—6	+5
	1966	+7(c)	+3	+12			+7	Nil	+3	+17	+10	+10	+8	Nil				
ANALYSIS OF TURNOVER:																		
Sales of new motor vehicles (£1,119 million)	1963	119	116	142	114	106	96	111	136	145	153	130	132	104	107	118	115	89
	1964	143	154	167	132	118	136	158	166	185	157	160	148	122	128	123	142	95
	1965	138	172	151	122	109	144	176	192	165	142	147	149	105	113	116	117	96
	1966	164(b)	173	178			155	166	192	227	160	154	163	92				
	1965	—3	+12	—9	—8	—8	+6	+11	+15	—11	—9	—8	+1	—14	—12	—6	—17	+1
	1966	+7(c)	Nil	+18			+7	—6	Nil	+38	+12	+4	+9	—12				
Sales of secondhand motor vehicles (£568 million)	1963	108	103	127	111	93	72	97	132	127	137	119	124	111	100	103	104	75
	1964	120	124	142	118	96	104	135	132	145	146	136	130	114	113	105	111	75
	1965	119	132	142	110	93	107	138	148	162	142	126	127	104	102	105	98	79
	1966	136(b)	135	153			111	138	151	158	154	148	129	94				
	1965	Nil	+6	Nil	—7	—3	+3	+2	+12	+12	—3	—7	—2	—9	—9	Nil	—12	+4
	1966	+3(c)	+2	+8			+4	Nil	+2	—3	+9	+17	+1	—10				
All other sales and receipts (£1,292 million)	1963	107	96	110	113	108	90	95	103	106	112	112	117	114	110	111	112	103
	1964	116	106	118	122	118	104	109	106	114	118	122	124	121	121	119	120	115
	1965	127	118	129	133	128	115	119	121	126	129	131	137	130	132	131	131	124
	1966	137(b)	128	140			124	126	132	133	141	146	151	146				
	1965	+10	+12	+9	+9	+9	+11	+10	+14	+10	+9	+7	+11	+7	+9	+11	+9	+3
	1966	+9(c)	+8	+9			+8	+6	+9	+5	+9	+11	+10	+12				

(a) The periods covered by the index numbers consist of either four or five weeks, each quarter being divided into three 'monthly' periods of four, four and five weeks respectively. The period covered by August 1966 turnover was the four weeks from July 31, 1966, to August 27, 1966; the corresponding period in 1965 was from August 1, 1965, to August 28, 1965.
(b) Index number for period January to August 1966.
(c) Percentage change for period January to August 1966 compared with corresponding period of 1965.

Retail sales in N. Ireland

STATISTICS PREPARED by the Ministry of Commerce show no change on the previous year for the total value of retail sales in August, this compares with a decrease of 1 per cent in July and an increase of 2 per cent in June.

Clothing and footwear shops and food shops showed increases of 1 per cent and 2 per cent respectively on a year earlier, while household goods shops showed a decrease of 11 per cent on the previous year.

Index numbers of value of sales per week (1961 = 100) and percentage changes compared with a year earlier.

	All kinds of business	%	Food shops	%	Clothing and footwear shops	%	Household goods shops	%	Other shops	%
1963 Year	107	+ 4	110	+ 4	106	+ 6	107	+ 2	102	+ 2
1964 Year	114	+ 6	117	+ 7	109	+ 3	112	+ 5	111	+ 8
1965 Year	121	+ 6	125	+ 6	116	+ 6	120	+ 6	119	+ 7
1965 3rd quarter	120	+ 6	123	+ 5	113	+ 9	121	+ 7	120	+ 7
4th quarter	136	+ 7	131	+ 7	142	+ 7	133	+ 6	140	+ 6
1966 1st quarter	116	+ 5	129	+ 5	102	+ 5	110	+ 1	108	+ 5
2nd quarter	124	+ 7	131	+ 8	116	+ 4	113	— 2	123	+11
1965 August	121	+ 6	122	+ 5	115	+ 7	126	+ 3	123	+ 9
September	122	+ 6	128	+ 4	120	+11	118	+ 6	116	+ 3
October	120	+ 5	123	+ 7	118	+ 1	123	+ 7	117	+ 4
November	130	+ 7	127	+ 5	144	+11	143	+ 7	120	+ 6
December	158	+ 8	144	+ 8	167	+ 9	133	+ 5	187	+ 9
1966 January	112	+ 5	121	+ 5	95	+ 9	116	+ 5	109	+ 5
February	118	+ 1	132	+ 3	102	+ 1	119	— 6	104	Nil
March	119	+ 8	135	+ 9	107	+ 6	94	+ 2	111	+10
April	121	+12	130	+14	101	+ 2	108	Nil	126	+20
May	132	+ 7	137	+10	128	+ 1	123	— 4	129	+13
June	120	+ 2	127	+ 1	118	+ 8	109	— 1	113	Nil
July	115	— 1	118	Nil	103	— 1	114	— 5	121	— 1
August	122	Nil	125	+ 2	116	+ 1	112	—11	124	+ 1

Further details may be had on application to Ministry of Commerce, Index of Retail Sales, Room 89A, Chichester House, Chichester Street, Belfast 1. (Tel. Belfast 28271, Ext. 42).

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Digest of Scottish Statistics

THE 28th issue of the twice-yearly Digest of Scottish Statistics has recently been published by HMSO (price 7s. 6d., by post 8s. 1d.). The Digest is prepared by the Scottish Statistical Office and contains a wide range of economic, financial and social statistics.

The industrial section – for which the Board of Trade supplies many of the statistics – features the quarterly Index of Industrial Production which shows that the rate of growth declined in the second quarter of this year. At 134 (quarterly average 1958=100) it was three points or 2.3 per cent above the level of the same quarter of 1965 as against the 3.1 per cent increase recorded in the first quarter. This 2.3 per cent increase was the net result of increases of 10.1 per cent in construction (3.8 per cent in the first quarter), 0.8 per cent in manufacturing (3.1 per cent) and 5.1 per cent in gas, electricity and water (6.5 per cent) and of a decrease of 3.6 per cent in mining and quarrying (9.3 per cent).

The lower rate of increase in manufacturing than in the first quarter was mainly attributable to: a sharper reduction in the output of ferrous metals (10.5 per cent v. 9.9 per cent); smaller increases in engineering and electrical goods (0.7 per cent v. 9.6 per cent), vehicles (6.4 per cent v. 8.9 per cent), clothing (5.2 per cent v. 6.4 per cent) and other manufacturing (2.5 per cent v. 7.0 per cent); and a reduction, the first since the third quarter of 1964, in shipbuilding and marine engineering (5.4 per cent v. an increase of 1.4 per cent). These changes to a large extent offset the larger-than-the-first-quarter rates of increase recorded in the second for other sectors, notably food, drink and tobacco (6.7 per cent v. 3.9 per cent) and paper, printing and publishing (3.2 per cent v. 1.6 per cent), and an upturn in the output of chemicals and allied industries (+0.8 per cent v. −3.0 per cent).

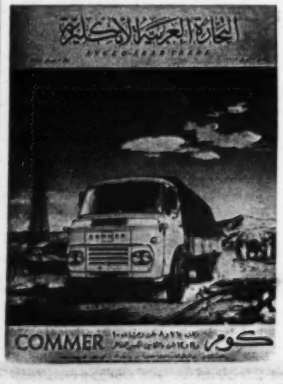
Capital expenditure by manufacturing establishments in Scotland in 1965 was increased over 1964 by 25 per cent to £115 million, equalling (at current prices) the high levels of 1961 and 1962. Investment by the nationalized industries was increased by 6.3 per cent to nearly £106 million. The floor area of industrial building projects approved in 1965, 11 million sq. ft., was more than double the annual average of the previous five years, and a high rate was maintained in the first half of this year; 9.1 million sq. ft. were approved in the year to June 1966 and 4.1 million sq. ft. were completed, together having a potential employment of 35,800. The financial assistance offered to Scotland in 1965/66 under the local Employment Acts, £15.6 million, represented 36.8 per cent of the total assistance offered in Great Britain.

Registrations of British and foreign films

The following are details of films registered by the Board of Trade under the Films Acts 1960 and 1964 during the week ended Friday, October 28, 1966.
Where the title appears in italics the film forms part of a series. Br/E indicates that the film is a British quota film.

Title of Film	Registered No.	Playing Time Minutes	Date of Registration	Registered in the name of	Maker's name
BRITISH					
Pathe Pictorial Series 612/624:					
Pathe Pictorial No. 618	Br/E 31744	8	October 26	Warner-Pathe Distributors Ltd.	Associated British-Pathe Ltd.
Pathe Pictorial No. 619	Br/E 31745	8	October 26	" "	" "
Pathe Pictorial No. 620	Br/E 31746	9	October 26	" "	" "
Pathe Pictorial No. 621	Br/E 31747	8	October 26	" "	" "
Pathe Pictorial No. 622	Br/E 31748	8	October 26	" "	" "
Look at Life Series 31:					
Roll out the Barrel	Br/E 31760	9	October 28	Rank Film Distributors Ltd.	Rank Film Distributors Ltd.
Movietone News 1950	Br/E 31363	8	October 28	Twentieth Century-Fox Film Co. Ltd.	British Movietonews Ltd.
Movietone News 1950A	Br/E 31364	8	October 28	" "	" "
Pathe News 66-85	Br/E 31432	7	October 28	Warner-Pathe Distributors Ltd.	Associated British-Pathe Ltd.
Pathe News 66-86	Br/E 31433	8	October 28	" "	" "
FOREIGN					
Balthazar	F 31743	95	October 26	Gala Film Distributors Ltd.	Parc Film, Argos Films, and Athos Films, Paris, and Svensk Filmindustri, Stockholm.
Smile Pretty, Say Pink	F 31749	6	October 27	United Artists Corporation Ltd.	Mirisch-Geoffrey, D. F.
Pink A Boo	F 31750	6	October 27	" "	" "
The Pink Blueprint	F 31751	7	October 27	" "	" "
Vitamin Pink	F 31752	6	October 27	" "	" "
Cock A Doodle Deux Deux	F 31753	6	October 27	" "	" "
Ape Suzette	F 31754	6	October 27	" "	" "
I Deal in Danger	F 31755	89	October 28	Twentieth Century-Fox Film Co. Ltd.	Twentieth Century-Fox Film Corp.
Autumn Afternoon	F 31756	115	October 28	Contemporary Films Ltd.	Shochiku Co. Ltd., Tokyo.
Boomerang	F 31757	9	October 28	" "	Zagreb Films, Zagreb.
Les Escargots (The Snails)	F 31758	10	October 28	" "	Societe des Films d'Art et de Culture, Paris.
Two in Love	F 31759	37	October 28	" "	Sovexportfilm, Moscow.

AMENDMENT TO THE REGISTER
The title of the film 'Isle of Levant' (F 23294) registered on March 12, 1958, has been changed to 'A Look at the Isle of Levant' and the playing time amended to 38 minutes.
CORRECTION
The playing time of the film 'What did You do in the War, Daddy?' (F 31728) registered on October 18, 1966, has been corrected to 115 minutes.



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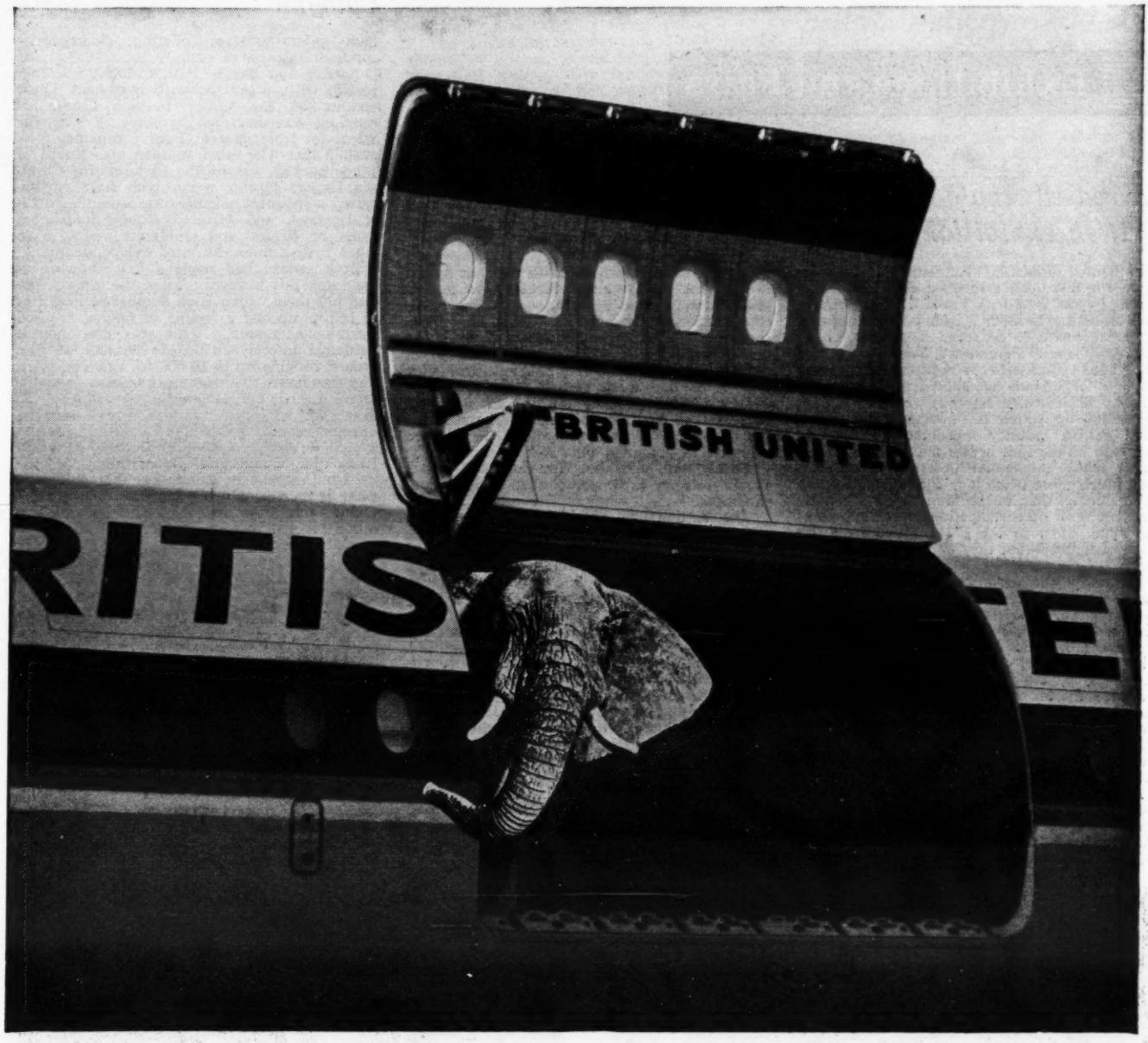

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Exhibitions and Fairs

Increased Anglo-Mexican trade should follow British exhibition

THE British Industrial Exhibition in Mexico City – the first such exhibition ever to be promoted by the Board of Trade in Latin America – closed on October 30. How successful was it? This remain to be seen, of course. As Sir Richard Powell, Permanent Secretary, Board of Trade, commented during his visit to the display, 'Experience has shown that an exhibition by itself really achieves very little: it is the follow-up which is important and this is what British industry must tackle'. And so, although on-the-spot orders make good stories, – and many substantial orders were taken – very much more often it is the potentially valuable contact that, in the long run, is the more welcome fruit of participation in exhibitions of this type. Most of the 273 exhibitors on this occasion agreed that they had made such contacts.

Certainly, the organizers, British Overseas Fairs Ltd., did not limit their work to the mounting of the show itself and leave visitors to find their own way to it. Not only was the show well publicized both in Mexico City and in other provincial centres throughout Mexico, but special arrangements were made to fly in parties from these important centres. Invited parties from chambers of commerce and trade associations were also a feature of the attendance. A special feature was made, too, of a re-union, at the show, of former Mexican CBI scholars.

As already reported in the *Board of Trade Journal*, machine tools made up the largest group of exhibits, followed by textile machinery, although the total range of products and services was very wide indeed. The choice of exhibits was generally held to be well suited to the market. To quote Sir Richard Powell once more, 'I have not seen equipment either too elementary or, on the other hand, too sophisticated for Mexico's needs. If there are one or two exhibits which are in advance of the country's present requirements, this may well be a good thing in that they indicate to Mexican industry what we can do and will prepare it to continue to look to Britain during the next stage of its development'. Sir Richard went on to comment on Anglo-Mexican trade generally and said that the Board of Trade would welcome expansion of such trade in both directions.

The furtherance of this general objective was undoubtedly helped considerably by the work of the British delegation which visited Mexico just before the exhibition opened. The group, consisting of 30 top level British businessmen and industrialists was led by Lord McFadzean, now president of the British National Export Council and chairman of British Insulated Callender's Cables Ltd. During an intensive day of meetings it discussed with an equally high powered Mexican group the pattern of future trade. A 20 point programme for further action was agreed and it is hoped that a return meeting will be held with a Mexican group visiting London.

Taken in the context of Mexico's wish to diversify its trade – the present pattern shows two-thirds of its overseas trade being with the United States, only 3½ per cent with Britain – the exhibition appears to have been both timely and successful. It is now up to industry to follow up the opportunities created.

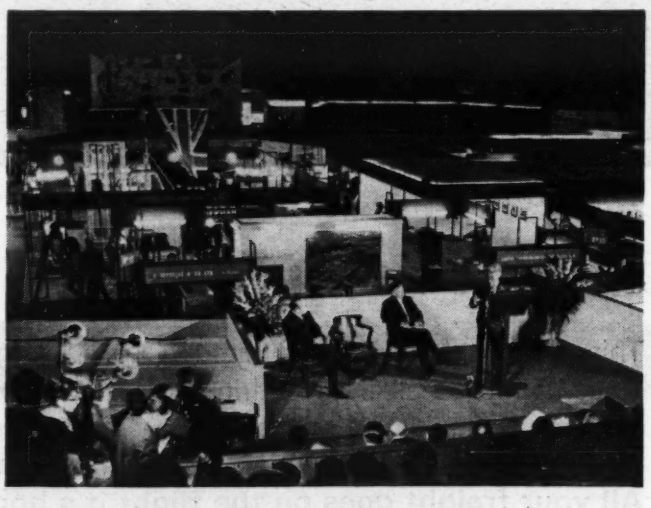
Children's wear sells in Cologne

Two joint ventures offering diametrically opposed styles were equally successful at the Children's and Babies' Fair, Cologne (October 14-16). One, organized with Board of Trade backing by the Junior Fashion Group of London, was described by some as 'Carnaby Street for little people'. Four companies took part in this. The other venture, also Board of Trade backed, was by the Fashions for Children Export Group, again with four participating companies but this time from the North of England, and featured strictly traditional styles of babies' and children's wear. Two other British firms exhibited independently.

Both groups had made a first showing at the same fair last year, when their participation left them with a good number of inquiries to follow up and a feeling of having aroused worthwhile interest. This year this interest hardened into a satisfactory number of firm orders, ranging up to £4,000 for one company. The fair is international in character – the 430 direct and 23 indirect exhibitors included 125 direct and 18 indirect foreign firms – and the business done by the eight British firms extended to countries all over Europe. A report from the Commercial Department of the British Embassy in Bonn says that children's wear is increasingly big business on the Continent these days and that there is excellent scope for enterprising British firms to sell its products there.

Design Centre exhibition extended

THE EXHIBITION of 'Scientific Instruments' which opened at the Design Centre on October 5 has been so successful that it has been extended by two weeks and will now close on Saturday, December 3. Many thousands of people – including businessmen from Britain and abroad, science teachers and students – have already seen the exhibition, which illustrates a wide range of scientific instruments and shows the variety of ways in which they are used in industry, hospitals, research laboratories, schools and universities.



(Left), the entrance to the Auditorio Nacional, Mexico's largest exhibition hall, where the British Industrial Exhibition was held between October 19-30. (Right), Lord McFadzean speaking at the opening ceremony of the exhibition. Lord McFadzean, who recently resigned as chairman of the British National Export Council, led a top-level party of British businessmen which travelled to Mexico for a highly successful one-day symposium on Anglo-Mexican trade. The exhibition was formally opened by HE Senor Lic. Campas Salas, Mexican Minister of Industry and Commerce (seated left). With them on the platform is Lord Walston, Parliamentary Under-Secretary of State, Foreign Office, who also spoke during the ceremony.

Good business at Photokina

A report from the Commercial Department, British Embassy, Bonn.

OVER 196,000 visitors, including 25,000 foreigners from 107 countries visited 'Photokina', Cologne (October 1—9) where 597 direct and 45 indirect exhibitors from 23 countries awaited them with a bewildering array of equipment, machines and processes on hundreds of stands in 10 halls. Every conceivable aspect of photography and cinematography was on show – amateur, professional, industrial, scientific, surgical, etc. – nothing was overlooked.

Among the participants were 27 members of the British Photographic Export Group who, for the first time, collaborated with the Board of Trade in a joint venture on a stand designed by the Central Office of Information.

The British display was second in size only to that of France, second to none in effectiveness and commercially far more rewarding than our exhibitors felt they had a right to expect in view of the formidable opposition.

The joint venture brought together a well-chosen group of exhibitors and products and projected a good image of an industry whose very existence in Britain was, almost literally, quite unsuspected over here. Their appearance at Cologne has done them and Britain a very great service.

They displayed some of the best, some of the fastest (in one case, the fastest) cameras, equipment, etc., to be seen at Photokina. In many cases they were competitive in price. One firm's export production has been snapped up for at least two years. Another firm envisages reductions in export prices because of the volume of orders. Several firms will have to enlarge their premises to meet the demands made on them at the fair. Inquiries were received from all over the world and after processing they will, we were told, develop into business far more substantial than was anticipated by the most sanguine of the exhibitors.

The picture would not be complete without mention of 24 independent British exhibitors. Among them were Newman and Guardia Ltd., proudly displaying the Queen's Award to Industry, Ilford Ltd., and Robert Rigby Ltd., all making an extremely valuable contribution to the common cause of trade promotion. And entirely at their own expense.

To show that the favourable report of business done sprang from real orders and not exhibitors' euphoria, here are a few details. De Vere (Kensington) Ltd. sold 15 machines for £21,000. The managing director of another firm said 'Orders already placed and pending will ensure an export turnover in excess of £40,000 for 1967'. Wainco Ltd., sold film and colour print processing equipment worth more than £10,000, Malham Photographic Equipment Ltd., reported sales in excess of £10,000 and a number of inquiries from Germany for complete studio installations. And orders of £5,000, £4,000 and £3,000 were received on other stands as well as a large number of smaller sample orders. This all adds up to business exceeding £90,000. Another very satisfactory feature of our participation was the large number of orders and inquiries from German and foreign governments, research institutes, educational and training establishments and military departments.

LORD BROWN IN BUCHAREST

Lord Brown (right), Minister of State, Board of Trade, talking to Mr. W. R. R. Husser (left), director of Team Exports of Morden, Surrey, and Mr. R. Edmondson, Board of Trade, during the opening of the recent British Exhibition of Agricultural and Construction Machinery and Equipment held in Bucharest.

Joint venture by hospital equipment makers

ELEVEN BRITISH firms, members of the Surgical Instrument, Equipment and Appliance Export Group, took part in the 6th International Medical and Hospital Equipment Exhibition (IFAS) which was held at the Kongresshaus in Zurich from October 6-10. Participation was organized under the terms of the Board of Trade joint venture scheme on stands excellently designed by the Central Office of Information. These stands took up 2,500 sq. ft. and formed the only national unit in the exhibition, which is held at 18-month intervals and is not open to the general public. In all there were nearly 100 stands occupying an area of some 15,000 sq. ft. and covering the products of firms from Austria, Belgium, Denmark, France, Germany, Italy, Japan, the Netherlands, Sweden, Switzerland, the United Kingdom and the United States.

The wide range of equipment on display covered a great many of the requirements in the hospital and medical field; no pharmaceuticals were to be seen, however, as these do not fall within the scope of IFAS. The British section of the show included such exhibits as respiratory equipment, hospital furniture, tubular bandages, disposable hypodermic syringes, anaesthetic face masks, rubber gloves, plastic catheters and elecrically powered invalid chairs. The last, which were being shown for the first time, attracted considerable interest.

This highly specialized exhibition is not one where the success of participating can be measured in terms of actual business done. Rather is it an exhibition from which tangible results can only be expected to develop as local agents follow up the interest aroused in potential customers by what they have seen. Nevertheless, some of the British companies participating reported quite satisfactory business, and all of them were of the opinion that it had been worth while being present. In particular all of the British firms that had no representation in Switzerland succeeded either in appointing agents or finding a choice of potential agents; in addition, two firms appointed agents for countries outside Switzerland.

Amongst the visitors to the Exhibition were Mr. H. B. C. Keeble, Commercial Counsellor at the British Embassy in Berne, and Mr. J. M. Walsh, HM Consul-General in Zürich.

Britain well represented at shoe fair

A report from the Commercial Department, British High Commission, Montreal.

THE 1966 Canadian Shoe and Leather Fair, held at the Sheraton-Mount Royal Hotel, Montreal on October 2, 3 and 4, was the first occasion on which non-Canadian footwear manufacturers have had an opportunity to participate in this well established annual buying fair which is sponsored by the Shoe and Leather Council of Canada.

This year for the first time the executive extended invitations to footwear manufacturers in Britain and ten other countries to exhibit either by direct participation or through their Canadian representatives. British manufacturers responded eagerly, Canada being in 1965 their second most important export market, buying £1.5 million worth of British shoes and ten prominent manufacturers of ladies', men's and children's footwear took part in a joint venture scheme between the British Footwear Manufacturers' Federation and the Board of Trade. In addition, local Canadian sales representatives exhibited products made by five other prominent British manufacturers.

A large number of Canadian retailers, some of whom travelled 3,000 miles from Vancouver, BC, had their first opportunity to see a truly representative selection of medium to better quality British footwear. Fine quality men's shoes formed the backbone of the British exhibits, but there was also a good representative display of ladies' fashion shoes including a much admired range of styles for the swinging set, and samples of the finest quality infants' and children's shoes which are made in Britain.

Some of the British manufacturers were making their first sales visit to the Canadian market; others who were old hands at selling in Canada already had an established clientele, but believed the Shoe Fair presented an opportunity for expansion. Added impetus was given to the Exhibitors' enthusiasm by the knowledge that the 'British Week' to be held in Toronto in October 1967 would provide an excellent opportunity for selling British footwear and that the 1966 Shoe Fair represented an ideal chance to begin their intensive sales campaign for this event.

Their optimism was not misplaced, as Canadian customers reacted favourably to the British products, which they considered to be very well made and, in most cases, competitively priced. All the British exhibitors reported taking orders and good prospects for continuing business. At the end of the exhibition they were so enthusiastic that the representative from the British Footwear Manufacturers Federation made a provisional booking with the organizers for an increased participation in the 1967 fair which will again be held in Montreal, where a new centre, due to be completed in March 1967, will provide much better facilities than those available in hotels.

Plovdiv Fair 1967

THE Board of Trade proposes to organize a British Pavilion at the Plovdiv International Fair, September 24—October 3, 1967, subject to a sufficient response from industry. Certain new measures of assistance are now available to exhibitors in British Pavilions sponsored by the Board of Trade. Firms interested should contact Mr. J. M. Stuart, Board of Trade (Overseas Trade Fairs Directorate), 1 Victoria Street, London, S.W.1. (Tel. Abbey 7877, Ext. 2785.)

Successful 'First' at New York hardware show

A JOINT VENTURE group of nine British manufacturers participated successfully at the National Hardware Show, held in the Coliseum, New York, from October 10-13. This speciality trade show, open to the trade only, is estimated to have attracted an attendance of 50,000 buyers from all over the United States as well as from Canada and several European countries. It is outstanding for the comprehensive range of products on display, the volume of sales concluded and for being the most important trade show in North America for power tools and appliances of all kinds. Over 1,000 exhibitors took space, displaying hardware, garden, outdoor living and automotive products.

The nine British exhibitors displayed on a joint venture stand of particularly high quality designed by the Central Office of Information and organized by the Board of Trade and the Federation of British Horticultural Exporters Ltd. They were attending the show for the first time and all reported satisfaction at the volume and the quality of inquiries received. One of the British exhibitors reported receiving more genuine trade inquiries than he had received at any hardware show in Britain or Europe.

To the average American, Britain is a nation of gardeners: the British gardening sprays, power tools, chemicals, pumps and hand implements on display were proof that we lead the world in fine quality products in this industry. The comprehensive collection of British products for the modern handyman, for both home and garden, was attractively displayed: a good range of competitively priced garden furniture was also shown and stimulated widespread interest, while portable oil heaters and hand tools helped to make the display more comprehensive.

The American market for garden supplies and equipment is vast, estimated at over four billion dollars annually. This includes $500 million for power tools and one billion dollars for garden fertilizers and other chemicals. With the increasing emphasis on hobbies this market should continue to grow and provide wider opportunities for British manufacturers of tools, equipment and supplies for the home and garden.

An inquiry point was staffed by the Consulate-General, and dealt with a constant stream of inquiries about British products and sources of supply. The British exhibitors were very satisfied with their combined selling effort and steps are being taken to book a larger and better area for British manufacturers in the 1967 show. Tools are displayed on different floors from gardening equipment and there would be scope next year for a separate group of tool manufacturers.

At a recent ceremony the Principal Trade Commissioner in Hong Kong presented to the local Technical College a library of books on scientific and technical subjects, as an expression of thanks to the Colony from those who organized the British Week in Hong Kong in March this year, for all the help they had received. Associated in the gift were the Board of Trade, the British Book Publishers' Association, and the British Council. Left to right are: Dr. S. Z. Sung (Principal of the Technical College); Mr. M. P. V. Hannam (Principal British Trade Commissioner); Mr. J. Canning (Deputy Director of Education).

Joint venture at FIAREX

THE SECOND 'Fiarex' electronic components exhibition was held in the RAI Exhibition Centre, Amsterdam, from October 10 to 14. 'Fiarex' is not open to the general public and is attended on invitation only by representatives of the trade, development laboratories, State universities and other specialized bodies. The attendance of 10,000 visitors (excluding students) was about 20 per cent higher than for the previous exhibition held in 1964.

There were 85 stands, including 12 British manufacturers exhibiting under a 'joint venture' scheme arranged by the Radio and Electronics Component Manufacturers' Federation and the Board of Trade. This stand, which covered 4,000 sq. ft., was well-placed just to the right of the entrance to the hall, and a revolving Union Jack attracted the eye immediately on entering. It also included an attractive lounge and an information centre where general inquiries were dealt with by RECM officials. The products of many British manufacturers were also on display on the stands of their agents; one firm had sent a mobile exhibition from the United Kingdom which formed part of their agent's display.

From visits to the British stand made by the Commercial Counsellor and other members of the Commercial Department of the Embassy at The Hague, it appeared that the joint venture had been a success. All exhibitors praised the general organization of the event and were impressed by the knowledge and seriousness of their inquirers and by the number of promising inquiries they received. All, except two of them, already have agents in Holland who will be following up the leads. Though spectacular orders were not expected as a result of exhibiting, those already selling in this market felt that it kept their names before the users of their products: those seeking to establish themselves in the Netherlands made promising contacts and were convinced that it had been well worth their while.

Holland, besides being a considerable producer of electronic components, is also a large and growing importer, as the field of applied electronics and miniaturization of components expands. Hitherto British exporters have done well in this market and are continuing to do so, but with growing price competition from within the Common Market a special effort may be needed to maintain sales. 'Fiarex', although still young as exhibitions go, is likely to grow in importance and is certainly a good way to maintain contact with the needs of the Dutch market.

Excellent results reported from Lyons

SUCCESSFUL SALES of British consumer goods – beyond all expectations as far as foodstuffs and men's wear were concerned – and the imaginative presentation of capital goods formed the keynote of British Week in Lyons which closed on October 29. According to Mr. A. R. Glen, chairman of the Export Council for Europe, co-partners with the Board of Trade in the organization of the Week. British exports, which had been less than £20,000 a year, 18 months ago, should rise in another 18 months to over £2 million if exporters follow through the impact of the Week.

Lyons is known as France's 'Centre Gastronomique' so it is encouraging that British foodstuffs should have sold so well, though the general promotion was helped by the special relaxation of quotas normally applied to imported food. A total of £50,000 over and above the normal quota was allowed specially for the British Week. A typical success story is that of Simpsons Foods who sold 240 tinned pork pies a day in a special promotion. This arose directly out of the firm's participation in the Foire de Lyon when they obtained an agent distributor in France. Mr. Simpson, the director of the company, said: '. . . after our experience in Lyons, we hope the message will reach them (British food manufacturers) that they should not ignore France. We have proved there is a ready market here'.

Impressive sales of British men's clothing were recorded. According to Mr. D. Rose, President of the British Menswear Guild and managing director of Bonsoir Ltd., men's retailers had stolen the limelight with magnificent displays. Mr. Hans Wallach of Michelsons Ltd., who claim to be Britain's biggest exporters of ties, reports that, as a direct result of the British Week his spring 1967 orders from Lyons had risen by 30 per cent on last year and Byfords Ltd., hosiery and knitwear manufacturers, now have seven retail outlets in Lyons instead of two. Menswear shops carried highly sophisticated displays. British high-quality ready-to-wear suits have traditionally held a specialized market in France but there is also a growing interest in young men's 'Carnaby Street' styles.

Capital goods – represented by modern British achievements in science and engineering – were strikingly presented in the Board of Trade's Pavilion of Technology. Besides several thousand fascinated Lyonnais the pavilion was visited by Mr. Edmund Dell, Joint Parliamentary Secretary, Ministry of Technology, who also inaugurated an ICT 1902 computer acquired by the Societe d'Alimentation for stock control and accounting, and attended a conference on British developments in bridge building organized by the Committee of Directors of Research Associations at the Palais des Congres Internationaux.

Royal Dairy Show

The Royal Dairy Show, held at Olympia from October 25 to 28, attracted over 58,000 visitors, including 1,145 from overseas. Although attendance was down on 1965, visitors were reported as being pleased with the show and as showing particular interest in milking machinery.

BOARD OF TRADE REGIONAL OFFICES

The normal Board of Trade contact for firms outside London is the Board's nearest regional office. These offices are able to offer traders help and advice on exports, starting a new factory and similar problems. *(Addresses on page viii of October 7 issue.)*

British Week in Lyons

Right: A British band plays in front of Whitbread's 'Le pub anglais' in Lyons' Cours de Verdun. Whitbread's takings averaged nearly £1,000 a day during the Week.

British food products, benefiting from a special allowance to the French import quota for foodstuffs for the period of the Week, had particularly good sales. Pictures above show (left) an imaginative display of grocery products in a department store; (centre), cuisine-conscious Lyonnais examining British foods in a supermarket; and (right), ever-popular Scottish products – including not only whisky, haggis, etc., but Scottish water!

Above: A display of British chinaware and cutlery at a large Lyonnais department store.

Left: Traditional and modern Scottish textile products were displayed in this store in conjunction with the foods shown in the centre, right, photograph.

Overseas Trade and Exports

TRADE AND FINANCIAL ARRANGEMENTS

Anglo-Japanese trade agreement

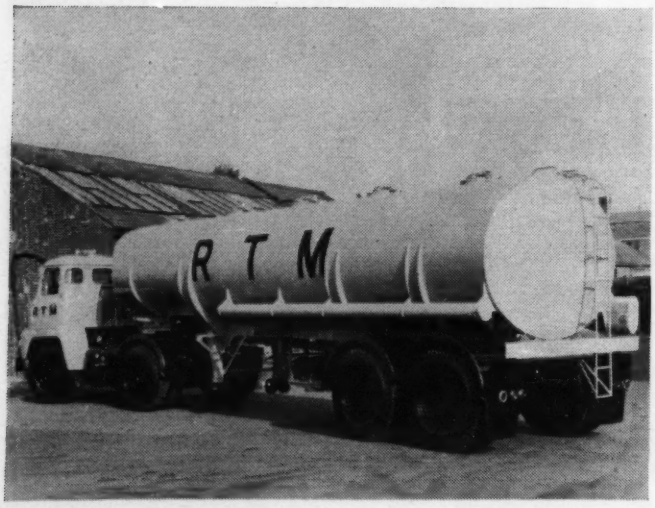
WITH THE OBJECT of further expanding trade between the two countries, Anglo-Japanese commercial negotiations took place at the Ministry of Foreign Affairs in Tokyo from October 11-24. Provisional agreement was reached about future trade relations between Japan and the United Kingdom, including details of trade in 1967. It is expected that the agreement reached will be formally signed early in November.

During the negotiations, discussions between Mr. Tadao Kato, director of the Economic Affairs Bureau, Ministry of Foreign Affairs, representing Japan, and Mr. D. J. Cheke, Minister, British Embassy, Tokyo, and Mr. C. W. Sanders, Under-Secretary, Board of Trade, representing the United Kingdom, took place in a very cordial atmosphere.

Greece and Rumania

A LONG TERM commercial agreement between Greece and Rumania was signed in Athens on September 2, 1966. This agreement covers the four years from January 1, 1966 to December 31, 1970, and continues the Payment Agreements of May 19, 1954, amended by the protocols of November 9, 1956.

Inquiries should be addressed to Export Services Branch, Board of Trade, Room E11, Hillgate House, 35 Old Bailey, E.C.4. (Tel. City 5757, Ext. 449).



One of six Scammell 25,000-litre tank semi-trailers being prepared for shipment to Mali. This unit will be operated with a Leyland Beaver tractor. The trailer is mounted on a Scammell rubber suspension bogie.

Portugal and the Benelux countries

THE DUTCH Official Journal *Economische Voorlichting* of September 28 published an announcement that talks held in Lisbon recently between delegations from Portugal and the countries of the Benelux Economic Union had led to a revision of the lists of goods able to be exchanged between them under their Trade Agreement of May 24, 1961.

On the Portuguese side the announced changes relate to permitted imports into Metropolitan Portugal (that is, Portugal, Madeira and the Azores) only; the list of goods allowed into the Portuguese Overseas Provinces under the 1961 Agreement remains unaltered.

Portuguese exports to the Benelux countries will be of agricultural and horticultural products, penicillin, and medicaments for human and veterinary purposes. Her list of imports is composed largely of agricultural and dairy produce, sugar, articles of rubber, transmission belts of textile material, glass manufacturers, pipes (welded or rolled), and electrical apparatus and instruments, including porcelain insulators.

The new arrangements came into effect on October 1 and are valid until September 30, 1967.

Inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 479, 480 and 481).

Yugoslavia and Czechoslovakia

IT HAS BEEN reported that a protocol governing trade between Yugoslavia and Czechoslovakia for 1967 has been concluded in Belgrade.

The protocol envisages an increase in trade of 12 per cent above the 1966 level.

Yugoslav exports to Czechoslovakia will include machinery and equipment, ferrous metals and products thereof, meat and meat products, canned fish, tobacco, wines and consumer goods.

Czech exports to Yugoslavia will include machinery and equipment, raw materials for ceramics, sugar and consumer goods.

Yugoslavia and Greece

A FIVE-YEAR TRADE agreement between Yugoslavia and Greece was signed in Belgrade on September 28, 1966.

A First Additional Protocol to the five-year trade agreement makes certain provisions for trade between the two countries during the period from October 1, 1966, to September 30, 1967.

Yugoslav exports to Greece will include livestock, meat, cheese, wood and wooden articles, machinery and chemicals.

Greek exports to Yugoslavia will include cotton, rawskins, citrus fruits, mineral ores, iron and steel products, cement, textiles and chemicals.

A copy of the text of the five-year agreement (in French) may be seen at Export Services Branch, Tariff Section, Room E11, Hillgate House, 35 Old Bailey, London, E.C.4. (City 5757, Ext. 449).

EXPORT INFORMATION CENTRE

The Export Information Centre of the Board of Trade's Export Services Branch is at 50 Ludgate Hill, London, one minute's walk from St. Paul's. It provides traders with a street-level inquiry point where they can find what services are available for dealing with export problems. The centre is open from 9.30 a.m. to 5.30 p.m.

Morocco and Bulgaria

THE MOROCCAN *Bulletin Officiel* of September 14 announced the renewal, for a further year from August 1, 1966, of the additional protocol to be the trade agreement of 1961 between Morocco and Bulgaria. Quotas under the agreement are unchanged from the previous year.

Inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Room E11, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. City 5757, Ext. 449/50), quoting reference CRE 8298/G.

Hints to Business Men booklets

REVISED EDITIONS of the booklets on Bulgaria and Ghana have been published in the 'Hints to Business Men' series.

British businessmen who intend visiting these countries on export business can obtain copies of the booklets on application to Export Services Branch, Board of Trade, Room 020, Hillgate House, 35 Old Bailey, London, E.C.4. Tel. City 5757, Ext. 7146, or to any Regional Office of the Board of Trade, or on personal application to the Export Information Centre, Board of Trade, 50 Ludgate Hill, London, E.C.4.

British commercial representatives overseas

THE FOLLOWING amendments should be made to the list of British Commercial Representatives Overseas as published in the *Board of Trade Journal* on October 7:

BRAZIL: *Amend* the address of the British Consulate-General, SAO PAULO to read – Avenida Paulista 1938 (17 Andar), SAO PAULO.
(The postal address and telephone number remain unchanged).

CANADA: *Amend* the address of the British Government Office, REGINA to read – 207 Derrick Building, 2431 – 11th Avenue, Regina, Sask.
(The telegraphic address and telephone number remain unchanged).

DENMARK: *Delete* the symbol † against the telex number of the British Embassy, COPENHAGEN.

KENYA: *Amend* the entry for KENYA to read as follows:
KENYA – Mr. J. L. Beaven, First Secretary (Commercial), Commercial Department, British High Commission, PO Box 30133, Ground Floor, Cotts House, Warbera Street, NAIROBI. ('Ukrep, Nairobi'). (Tel. Nairobi 28791). (Telex 201-20219 a/b Ukrep Nairobi).

NEW ZEALAND: *Amend* the telegraphic address of the First Secretary (Commercial), British High Commission, AUCKLAND to read – ('Ukrep, Auckland').

SENEGAL: Mr. J. H. Bailey has replaced Mr. L. W. James as Second Secretary (Commercial) and Consul at the British Embassy, DAKAR.

SPAIN: *Amend* the address of the British Embassy, MADRID to read – Fernando el Santo 16.
(The telex and telephone numbers remain unchanged).

SWEDEN: *Amend* the telephone number of the Commercial Section, British Consulate, MALMO to read – 26635.

TRUCIAL STATES: *Amend* the address of HM Political Agency, DUBAI to read – Ground Floor, Shaikh Ali Building, Deira, DUBAI.
(The telegraphic address and telex and telephone numbers remain unchanged).

BRITISH TRADE MAGAZINE IN JAPAN

HM Embassy in Tokyo publish a quarterly magazine, in Japanese, entitled British Trade and Industry, *which carries articles and news items about commercial, industrial and technological developments in Britain. Copies are distributed to about* 2,000 *leading Japanese industrialists and importers.*

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ABU DHABI

(213/66) Water Pipe Line for Director of Public Utilities and Development. November 29. E.S.B. 40427/66.

ARGENTINA

(212/66) Road Construction for Instituto de Desarrollo del Valle Inferior del Rio Negro. December 6. E.S.B. 40422/66.

AUSTRALIA

(210/66) Construction and Exploitation of Toll Bridge or Tunnel for Co-Ordinator-General's Department. January 31 1967. E.S.B. 39241/66.

Department of Supply:

(212/66) Data Acquisition Equipment. November 23. E.S.B. 40089/66.*

(212/66) Drill Sharpening Machine. November 24. E.S.B. 40090/66.*

(212/66) Valve. December 15. E.S.B. 40091/66.*

(209/66) Transformers for Electricity Commission of New South Wales. November 29. E.S.B. 39289/66.*

(213/66) Electron Microscope for Electricity Commission of Victoria. November 21. E.S.B. 40097/66.*

(212/66) Butterfly Valve for Hydro-Electric Commission. Tasmania. January 30, 1967. E.S.B. 40060/66.*

(212/66) School Construction for National Capital Development Commission. November 22. E.S.B. 40057/66.

State Electricity Commission of Victoria:

(213/66) Demand Recording Equipment. November 21. E.S.B 40099/66.*

(213/66) Distribution Transformers. November 28. E.S.B. 40100/66.*

Victorian Railways:

(212/66) Railway Point Mechanisms. November 23. E.S.B. 40004/66.*

(212/66) Railway Signalling Equipment. November 23. E.S.B. 40059/66.*

(212/66) Railway Signal Lights. November 30. E.S.B. 40058/66.*

BURMA

(209/66) Cable and Accessories for Electricity Supply Board. December 15. E.S.B. 39283/66.

Industrial Development Corporation:

(209/66) Cotton Waste Spinning Plant. January 10, 1967. E.S.B. 39298/66.*

(209/66) Tyre Factory. February 10, 1967. E.S.B. 39434/66.*

Myanma Export Import Corporation:

(208/66) Lathes. November 20. E.S.B. 39288/66.*

(209/66) Aluminium. November 25. E.S.B. 39284/66.*

(209/66) Pneumatic Tools. November 20. E.S.B. 39287/66.*

(209/66) Minerals. November 30. E.S.B. 39418/66.*

(209/66) Carbon Rods. November 30. E.S.B. 39435/66.*

(209/66) Hand Tools. November 18. E.S.B. 39296/66.*

(210/66) Air Compressor. November 30. E.S.B. 39437/66.*

People's Oil Industry:

(209/66) Welding Rods and Electrodes. November 30. E.S.B. 39294/66.*

(209/66) Pipes and Fittings. November 30. E.S.B. 39419/66.*

(209/66) Mild Steel Plates and Bars. November 30. E.S.B. 39439/66.*

(209/66) Expanded Metal. November 30. E.S.B. 39441/66.*

(209/66) Pipes and Tubing. November 30. E.S.B. 39443/66.*

(209/66) Reinforcing Steel Fabric. November 30. E.S.B. 39438/66.*

(209/66) Pipe Covering. November 30. E.S.B. 39440/66.*

CANADA

(211/66) Construction of Transmission Line for Manitoba Hydro. (Advance Information.) Closing date on or about November 21. E.S.B. 39677/66.*

CEYLON

(209/66) Machinery Spare Parts for Electrical Department. November 27. E.S.B. 39468/66.

(212/66) Aluminium Sulphate for Colombo Municipal Council. December 7. E.S.B. 40062/66.*

(212/66) Barbed Wire and Staples for Government Stores Department. December 13. E.S.B. 40061/66.*

(212/66) Wire Crates for National Milk Board. November 30. E.S.B. 40074/66.

(212/66) Spray Irrigation Units for Sri Lanka Sugar Corporation. November 17. E.S.B. 40075/66.

COLOMBIA

Instituto Nacional De Fomento Municipal Colombia:

(212/66) Fans. November 28. E.S.B. 40005/66.

(212/66) Pump. November 28. E.S.B. 40006/66.

Instituto de Aprovechemiento de Aguas y Fomento Electrico:

(212/66) Sub-Station Equipment. November 30. E.S.B. 40017/66.

(212/66) Sub-Station Equipment. November 30. E.S.B. 40018/66.

(212/66) Sub-Station Equipment. November 30. E.S.B. 40019/66.

(212/66) Thermo-Electric Plant; Gas Turbine. December 12. E.S.B. 40020/66.

CYPRUS

(213/66) Cortisone for Ministry of Health. (Further Information.) Tender documents now available. E.S.B. 39259/66.*

UNITED ARAB REPUBLIC (EGYPT)

(210/66) Foodstuffs for United Nations, Purchase and Transportation Division. November 16. E.S.B. 39622/66.*

Egyptian Railways:

(210/66) Wire Ropes. November 30. E.S.B. 39647/66.

(210/66) Jointing Graphites. November 30. E.S.B. 39646/66.

(210/66) Roller Bearings. November 29. E.S.B. 39645/66.

(211/66) Chromium Oxide Paste. (Further Information.) December 10. E.S.B. 13690/66.

(211/66) Railway Signalling Electrification. (Further Information.) Closing date postponed to January 1, 1967. E.S.B. 19634/66.

FORMOSA

Central Trust of China:

(212/66) S.S. Shafting. November 22. E.S.B. 40029/66.*

(212/66) Welding Machines. November 28. E.S.B. 40045/66.*

(212/66) Steel Plate and Bar. November 16. E.S.B. 40035/66.*

(212/66) Rails, November 26. E.S.B. 40046/66.*

(213/66) Electro-Plating Equipment. November 16. E.S.B. 40033/66.*

(213/66) Formic Acid. November 16. E.S.B. 40037/66.*

(213/66) Pipe Bending Machines. November 28. E.S.B. 40047/66.*

(213/66) Lifting Machinery. November 29. E.S.B. 40048/66.*

† **The Export Service Bulletin,** *a 'must' for exporters is published daily from Monday to Friday. A week's issues may contain as many as 500 calls for tender in addition to numerous inquiries from foreign firms for British goods, offers to represent British companies in overseas markets, reports on foreign markets for selected products, etc. Each quarter an issue entitled, 'World Economic Comments', summarises the economic conditions in more than 100 countries. Special supplements devoted to particular countries are also published from time to time. A year's subscription, which will bring you all the issues, costs only £10 10s.*

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(213/66) Chains. November 26. E.S.B. 40052/66.*
(213/66) Railway Workshop Equipment. November 28. E.S.B. 40053/66.*

GERMANY (FEDERAL REPUBLIC OF)

(208/66) Woollen Ties; Socks; Pullovers for Ministry of the Interior. November 30. E.S.B. 39454/66.*
(211/66) Foodstuffs for the Federal Armed Forces. Closing dates from November 17 to April 4, 1967. E.S.B. 40408/66.*

GREECE

(210/66) Wood Conveyor Parts for Ministry of Commerce. November 16. E.S.B. 39495/66.*
Ministry of Trade:
(210/66) Aerial Cable Conveyor System. November 16. E.S.B. 39488/66.*
(210/66) Barrel Reshaping Machine. November 18. E.S.B. 39491/66.*
(210/66) Vehicles. November 21. E.S.B. 39494/66.*
(210/66) Teleprinter Equipment for Ministry of National Defence. November 16. E.S.B. 39620/66.*

HONG KONG

Government Stores Department:
(210/66) Boots. December 2. E.S.B. 39626/66.
(210/66) Cellulose Adhesive Tape. November 25. E.S.B. 39627/66.
(210/66) Ring Spinning Frame. December 16. E.S.B. 39628/66.
(211/66) Blankets. December 16. E.S.B. 39686/66.*
(211/66) Traffic Bollards. November 25. E.S.B. 40022/66.*
(212/66) Manhole Covers and Frames. November 25. E.S.B. 40021/66.*
(212/66) Helmets. December 2. E.S.B. 40025/66.*
(212/66) Stopcocks and Bib Taps. November 25. E.S.B. 40023/66.*

INDIA

Atomic Energy Establishment:
(209/66) Potentiometers. (Further Information.) Tender documents now available. E.S.B. 37761/66.*
(209/66) Power Press. (Further Information.) Tender documents now available. E.S.B. 38837/66.*
(209/66) Lathes. (Further Information.) Tender documents now available. E.S.B. 38842/66.*
(209/66) Dicing Machine. (Further Information.) Tender documents now available. E.S.B. 38686/66.*
(209/66) Lathes. (Further Information.) Tender documents now available. E.S.B. 38839/66.*
(209/66) Jig Saw Machines. (Further Information.) Tender documents now available. E.S.B. 38843/66.*
(209/66) Type Marking and Printing Machine. (Further Information.) Tender documents now available. E.S.B. 38681/66.*
(209/66) Mask Aligning Equipment. (Further Information.) Tender documents now available. E.S.B. 38685/66.*
(209/66) Alloying Furnace. (Further Information.) Tender documents now available. E.S.B. 38688/66.*
(209/66) Diffusion Furnaces. (Further Information.) Tender documents now available. E.S.B. 38689/66.*
(209/66) Grinding Equipment. (Further Information.) Tender documents now available. E.S.B. 38828/66.*
(209/66) Radial Drilling Equipment. (Further Information.) Tender documents now available. E.S.B. 38829/66.*
(209/66) Slicing Machine. (Further Information.) Tender documents now available. E.S.B. 38687/66.*
(209/66) Pigtail Welder. (Further Information.) Tender documents now available. E.S.B. 38695/66.*
(209/66) Helical Groove Cutting Machine. (Further Information.) Tender documents now available. E.S.B. 38697/66.*
(210/66) Vacuum Pump. (Further Information.) Tender documents now available. E.S.B. 38678/66.*
(210/66) Test Chambers. (Further Information.) Tender documents now available. E.S.B. 38679/66.*
(210/66) Deionized Water System. (Further Information.) E.S.B. 38682/66.*
(210/66) Lapping and Polishing Machine. (Further Information.) Tender documents now available. E.S.B. 38693/66.*
(210/66) Vacuum Evaporation Plant. (Further Information.) Tender documents now available. E.S.B. 38684/66.*
(210/66) Particle Monitor. (Further Information.) Tender documents now available. E.S.B. 38690/66.*
(210/66) Mask Making Equipment. (Further Information.) Tender documents now available. E.S.B. 38691/66.*
(210/66) Proportioner and Mixer. (Further Information.) Tender documents now available. E.S.B. 38692/66.*
(210/66) Sheet Rolling Machines. (Further Information.) Tender documents now available. E.S.B. 38693/66.*
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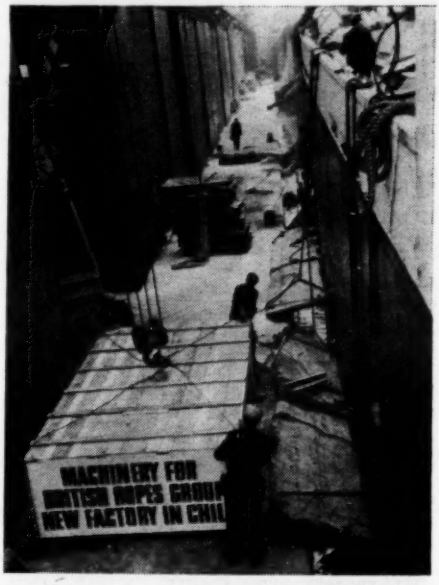
(210/66) Moulding Press. (Further Information.) Tender documents now available. E.S.B. 38698/66.*
(210/66) Jig Boring Equipment. (Further Information.) Tender documents now available. E.S.B. 38826/66.*
(210/66) Precision Lathe. (Further Information.) Tender documents now available. E.S.B. 38827/66.*
(210/66) Glass/Quartz Working Lathe. (Further Information.) Tender documents now available. E.S.B. 38825/66.*
(210/66) Shaping Machines. (Further Information.) Tender documents now available. E.S.B. 38830/66.*
(210/66) Band Saw. (Further Information.) Tender documents now available. E.S.B. 38833/66.*
(210/66) Shearing Machine. (Further Information.) Tender documents now available. E.S.B. 38834/66.*
(210/66) Alicut Machine. (Further Information.) Tender documents now available. E.S.B. 38831/66.*
(210/66) Radial Drilling Machine. (Further Information.) Tender documents now available. E.S.B. 38840/66.*
(210/66) Sandblasting Machine. (Further Information.) Tender documents now available. E.S.B. 38844/66.*
(210/66) Rolling Machine. (Further Information.) Tender documents now available. E.S.B. 38835/66.*
(210/66) Riveting Machine. (Further Information.) Tender documents now available. E.S.B. 38845/66.*
(210/66) Dice Sorter. (Further Information.) Tender documents now available. E.S.B. 38680/66.*
(210/66) Hand Presses. (Further Information.) Tender documents now available. E.S.B. 38838/66.*
(210/66) Drilling Machine. (Further Information.) Tender documents now available. E.S.B. 38836/66.*
(210/66) Capstan Lathe. (Further Information.) Tender documents now available. E.S.B. 38832/66.*
(210/66) Surface Grinder. (Further Information.) Tender documents now available. E.S.B. 38841/66.*
(211/66) Chemicals. November 23. E.S.B. 39479/66.
Beas Purchase Organization:
(208/66 Pipe and Bolt Threading Machines. December 14. E.S.B. 39269/66.*
(208/66) Boring Machine. December 28. E.S.B. 39274/66.*
(210/66) Automatic Drill Feeding Device. Further Information from Administration Branch, India Supply Mission. E.S.B. 37944/66.*
(210/66) Rock Drills. (Further Information.) Tender documents now available as above. E.S.B. 37945/66.*
(212/66) Electric Saws. January 4, 1967. E.S.B. 39688/866.*
Director-General of Supplies and Disposals:
(210/66) Hydraulic Wheel Press. (Further Information.) E.S.B. 35294/66.*
(211/66) Lathe. (Further Information.) November 25. E.S.B. 33413/66.*
(213/66) Testing Machines and Equipment for Government of Andhra Pradesh. (Further Information.) Tender documents now available. E.S.B. 37997/66.*
Hindustan Cables Ltd.:
(209/66) Steel Tape. December 13. E.S.B. 39448/66.
(209/66) Insulating Paper. December 6. E.S.B. 39446/66.
(209/66) Copper Tape. December 13. E.S.B. 39450/66.
(209/66) Polythene Washers. December 6. E.S.B. 39449/66.
(210/66) Paper String. December 6. E.S.B. 39447/66.
(210/66) Compressed Air Plant for Hindustan Organic Chemicals Ltd. December 15. E.S.B. 39624/66.
Indian Telephone Industries Ltd.:
(210/66) Palladium Wire. November 21. E.S.B. 39633/66.
(213/66) Fibre Sheets. November 28. E.S.B. 40081/66.
(208/66) Electric Furnace for Irrigation Branch. (Further Information.) Tender documents now available. E.S.B. 37965/66.*
(210/66) Hydraulic Press for Madras Port Trust. November 24. E.S.B. 39632/66.
Madras State Electricity Board:
(208/66) Sluice Valves. (Further Information.) Closing date postponed to November 19. E.S.B. 27117/66.*
(208/66) Pipes. (Further Information.) November 23. E.S.B. 32877/66.*
(209/66) Coal Handling Plant. (Further Information.) Closing date postponed to November 22. E.S.B. 32291/66.*
(210/66) Tractor Trailers for Maharashtra State Electricity Board December 5. E.S.B. 39476/66.*
National Coal Development Corporation Ltd.:
(211/66) Direct Haulage. November 23. E.S.B. 39650/66.
(211/66) Mine Auxiliary Fans. November 24. E.S.B. 39651/66.
(209/66) Water Testing Instruments for Obra Thermal Design Unit. (Further Information.) Further specifications now available. E.S.B. 37959/66.*



A consignment of machinery for the new wire ropes factory of British Ropes Ltd. near Santiago, Chile, being loaded on to the Pacific Steam Navigation Co. Ltd.'s vessel 'Somers Isle' at Liverpool. The new company, Productos Industriales de Acero S.A. (Prodinsa) is scheduled to start production in 1967 and is an important addition to British Ropes' world-wide group of subsidiary and associate companies in the United States, Canada, Mexico, Africa, Europe, the Philippines and New Zealand. Principal outlets for the new factory's products will be Chile's developing mining, construction and marine industries.

(213/66) Brake Drum for Southern Railway, Madras. November 22. E.S.B. 40080/66.
(209/66) Signalling and Telecommunications Equipment for Ministry of Railways. (Further Information.) November 30. E.S.B. 6935/66.*

IRAN

(211/66) Technical Training Equipment for the Tehran Polytechnic. November 21. E.S.B. 39673/66.*

IRAQ

Central Foreign Purchasing Board:
(209/66) Radio Telephone Sets. (Further Information.) Tender documents now available. E.S.B. 38538/66.*
(209/66) Water Coolers. (Further Information.) Tender documents now available. E.S.B. 38539/66.*
(209/66) Drugs. December 11. E.S.B. 39445/66.*
(210/66) Electrical Materials and Poles for Iraqi Ports Administration. November 24. E.S.B. 39649/66.
Ministry of Defence:
(209/66) Fire Fighting Equipment. December 6. E.S.B. 39444/66.*
(209/66) Electrical Materials. (Further Information.) Tender documents now available. E.S.B. 37280/66.*
(209/66) Hydraulic Materials. (Further Information.) Tender documents now available. E.S.B. 37279/66.*
(209/66) Architectural Materials. (Further Information.) Tender documents now available. E.S.B. 37278/66.*
(211/66) Brass Stars. December 13. E.S.B. 39552/66.*
(208/66) Radio Spare Parts for Ministry of Finance. December 11. E.S.B. 39432/66.
Ministry of Municipalities and Works:
(208/66) Water Supply Extension Scheme. January 31, 1967. E.S.B. 39430/66.
(210/66) Water Supply Scheme. (Further Information.) Tender documents now available. E.S.B. 37277/66.*

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ITALY

(208/66) Cables for Purchasing and Contracting Section, NATO. December 2. E.S.B. 39279/66.*

KENYA

(210/66) Generating Sets for East African Posts and Telecommunications Administration. Closing date not stated. E.S.B. 39475/66.

(212/66) Bulk Cement Bogie Wagons for East African Railways and Harbours Board. Apply by November 25. E.S.B. 40063/66.

KOREA

(208/66) Rock Drills for Office of Supply. November 21. E.S.B. 39408/66.*

KUWAIT

Central Tenders Committee

(211/66) Cables and Accessories. November 29. E.S.B. 39679/66.*

(211/66) Transformers. November 29. E.S.B. 39680/66.*

MALAYSIA

Ministry of Defence

(210/66) Buckles. November 24. E.S.B. 39497/66.*

(210/66) Canvas Shoes. November 17. E.S.B. 39498/66.*

(210/66) Military Uniform Accessories. November 24. E.S.B. 39605/66.*

(210/66) Woollen Berets. November 17. E.S.B. 39601/66.*

(210/66) Sikh Pugris. November 17. E.S.B. 39500/66.*

(210/66) Polyester Cloth. November 17. E.S.B. 39499/66.*

(210/66) Lanyards. November 24. E.S.B. 39602/66.*

(210/66) Collar Badges. November 17. E.S.B. 39607/66.*

(210/66) Shoulder Titles. November 24. E.S.B. 39610/66.*

(210/66) Plugs, Sockets and Fuse Links. November 17. E.S.B. 39612/66.*

(210/66) Silk Medal Ribbon. November 24. E.S.B. 39604/66.*

(210/66) Fork-Lift Truck. November 24. E.S.B. 39615/66.*

(211/66) Arm Badges. November 24. E.S.B. 39609/66.*

(211/66) Radio Spares. November 17. E.S.B. 39613/66.*

(211/66) Cap Badges. November 17. E.S.B. 39608/66.*

(211/66) Resistors and Capacitors. November 24. E.S.B. 39614/66.*

(212/66) Transmission Lines for National Electricity Board. January 16, 1967. E.S.B. 39689/66.

(211/66) Diesel Generator Sets for Sarawak Electricity Supply Corporation. (Further Information.) Closing date postponed to December 21. E.S.B. 37773/66.*

MALTA

(208/66) Telephone Exchange for Accountant General and Director of Contracts (Further Information.) Closing date postponed to December 14. E.S.B. 36388/66.*

MOZAMBIQUE

(209/66) Electrical Equipment for Ports, Railways and Transport Department. November 23. E.S.B. 39300/66.

NETHERLANDS

Director of Waterways:

(210/66) Construction of Viaducts. November 22. E.S.B. 39637/66.

(210/66) Road Construction. November 17. E.S.B. 39639/66.

(210/66) Dredging. November 23. E.S.B. 39638/66.

(210/66) Road Construction. November 23. E.S.B. 39635/66.

(210/66) Road Works. November 22. E.S.B. 39642/66.

NEW ZEALAND

(211/66) Circuit Breakers for Christchurch City Council. November 21. E.S.B. 40027/66.*

General Post Office:

(211/66) Pliers. November 24. E.S.B. 40014/66.*

(212/66) Terminal Blocks and Switches. November 28. E.S.B. 40015/66.*

(212/66) Bituminous Tape. November 25. E.S.B. 40016/66.*

(213/66) Attenuators. November 28. E.S.B. 40087/66.*

(213/66) Marine Radio Beacon. December 2. E.S.B. 40088/66.*

PAKISTAN

(209/66) Cement Plant for East Pakistan Industrial Development Corporation. December 31. E.S.B. 39466/66.

East Pakistan Railway Board:

(208/66) Railway Signalling Equipment. November 26. E.S.B. 39278/66.*

(209/66) Railway Signalling Equipment. November 26. E.S.B. 39277/66.*

Director of Supply:

(209/66) Foundry Hand Tools. November 21. E.S.B. 39458/66.*

(209/66) Machine Shop Equipment. November 24. E.S.B. 39460/66.*

(209/66) Auto Shop Equipment. November 28. E.S.B. 39462/66.

(209/66) Machine Shop Hand Tools. November 26. E.S.B. 39463/66.

(209/66) Auto Shop Hand Tools. November 30. E.S.B. 39464/66.

(211/66) Cement. November 17. E.S.B. 40056/66.*

SINGAPORE

Public Utilities Board:

(211/66) Switches and Fuse Units. November 22. E.S.B. 39666/66.*

(211/66) Transformers. November 22. E.S.B. 39667/66.

(211/66) Antibiotics, Drugs and Chemicals for Government Pharmaceutical Laboratory and Store. November 18. E.S.B. 39678/66.

(213/66) Antibiotics, Drugs and Chemicals for Ministry of Health. November 18. E.S.B. 40414/66.*

SOUTH AFRICA

Cape Provincial Tender Board:

(212/66) Brushes. November 18. E.S.B. 39695/66.*

(212/66) Paint Boxes; Pen Holders. November 22. E.S.B. 40064/66.*

(212/66) Inks and Ink Powder. November 18. E.S.B. 40065/66.*

(213/66) Crayons. November 22. E.S.B. 40066/66.*

(212/66) Cane; Plastic String and Skeining for South West Africa Administration. November 15. E.S.B. 39698/66.*

State Tender Board:

(211/66) Diamond Trueing Tools. November 23. E.S.B. 39654/66.*

(211/66) Electric Cable. November 24. E.S.B. 39655/66.*

(211/66) Auto Transformers. November 24. E.S.B. 39657/66.*

Transvaal Provincial Tender Board:

(211/66) Refraction Units. November 25. E.S.B. 39664/66.*

(211/66) Binocular Operating Microscope. November 25. E.S.B. 39665/66.*

(211/66) Vertometer Refractionometer. November 25. E.S.B. 39660/66.*

(211/66) Gastro-Camera. November 25. E.S.B. 39661/66.*

(211/66) Mobile Anaesthetic Ventilators. November 25. E.S.B. 39662/66* and 39663/66.*

(213/66) Ventilator. November 25. E.S.B. 40071/66.*

SPAIN

(210/66) Communications Equipment for Direccion General de Correos y Telecommunications. December 3, 5 and 6. E.S.B. 39456/66.

(210/66) Civil Engineering Works for Valencia Municipal Authorities (Further Information.) E.S.B. 36714/66.

SUDAN

Sudan Railways:

(212/66) Copper Ingot. November 17. E.S.B. 39691/66.

(212/66) Oil. November 24. E.S.B. 40412/66.*

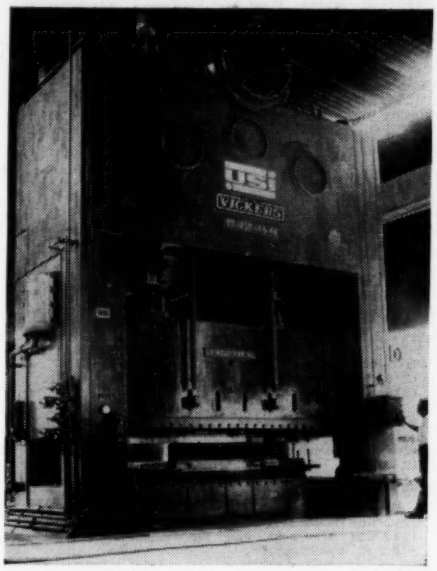
(212/66) Oil. November 28. E.S.B. 40413/66.*

(213/66) Shearing Punching Machine. December 21. E.S.B. 40410/66.*

THAILAND

(209/66) Steel Channels, Angles and Plates for State Railway of Thailand. December 15. E.S.B. 39407/66.*

(212/66) Socks for Quartermaster General's Department. November 21. E.S.B. 40094/66.



This 1,200-ton, single action press, built to the design of U.S. Industries Inc., by Vickers Engineering Group, at Newcastle was recently supplied to Mahindra and Mahindra Ltd., of Bombay. Mahindra's is one of India's largest engineering groups and the press will be used to produce a wide range of pressings, including parts for locally built Willys Jeeps.

(213/66) Crane for Port Authority of Thailand. November 23. E.S.B. 40436/66.*

(213/66) Transmission Line Construction for Yanhee Electricity Authority. November 28. E.S.B. 40093/66.*

TRINIDAD AND TOBAGO

(209/66) Cables and Accessories for Trinidad and Tobago Electricity Commission. December 22. E.S.B. 39433/66.*

TURKEY

(211/66) Workshop Machinery for State Railways Administration. November 18. Tender documents (in Turkish) available. E.S.B. 39671/66.*

(213/66) Loader and Elevators for I.E.T.T. Instanbul. November 25. E.S.B. 40092/66.*

URUGUAY

State Oil and Alcohol Monopoly:

(208/66) Spherical Tanks. November 22. E.S.B. 39412/66.

(209/66) Ethyl Alcohol. November 30. E.S.B. 39410/66.

(209/66) Alcohol Methyl. December 2. E.S.B. 39411/66.

(209/66) Electric Motors. November 17. E.S.B. 39414/66.

ZAMBIA

Central Supply and Tender Board:

(212/66) Heavy Duty Wire. November 25. E.S.B. 40417/66.

(212/66) Lead Sleeves. November 25. E.S.B. 40418/66.

(212/66) Borehole Casing. December 2. E.S.B. 40420/66.

(212/66) Trench Coats. December 2. E.S.B. 40421/66.

ELECTRIC MOTORS?
For operation abroad?
-after service available?
BROOK
WORLD-WIDE SERVICE
IS UNIQUE!
BROOK MOTORS LTD
HUDDERSFIELD
BROOK ELECTRIC MOTORS
668

Agency and export opportunities, market surveys, etc.

Brief details are given below of some of the inquiries for British goods, offered to represent British principals, market reports etc., published in recent issues of the **Export Service Bulletin.†**

Further information about these and copies of the Bulletins in which they appeared may be obtained from Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 427, Telex 25977, AB: Bothillgate, Ldn.) at 2s. per copy. Remittance with order, please. Please quote the number in brackets, the country and commodity in all inquiries.

Angola
(209/66) Inquiry for record player components; tape recorder components E.S.B. 39117/66.

Australia
(211/66) Manufacture under licence– assembly work components; die casting products; meters; welded products. E.S.B. 39510/66.

Austria
(208/66) Agency inquiry for garage equipment. E.S.B. 39065/66.
(210/66) Agency inquiry for household articles and utensils. E.S.B. 39581/66.
(212/66) Agency inquiry for water soluble phenolic resins. E.S.B. 39341/66.

Bahamas
(210/66) Inquiry for children's clothing and furniture; toys. E.S.B. 39144/66.

Bolivia
(208/66) Inquiry for chamois leather. E.S.B. 39026/66.
(208/66) Inquiry for suitings. E.S.B. 38710/66.
(210/66) Inquiry for bicycles and accessories; building construction equipment; confectionery; toys; wire mesh manufacturing machinery. E.S.B. 39507/66.
(211/66) Inquiry for newspaper presses. E.S.B. 38402/66.

Canada
(209/66) Agency inquiry for clothing; cot blankets. E.S.B. 39171/66.
(209/66) Agency inquiry for confectionery. E.S.B. 39538/66.
(213/66) Agency inquiry for biscuits; confectionery; matches. E.S.B. 40225/66.
(208/66) Inquiry for biscuits; confectionery and chocolate items; smokers' sundries. E.S.B. 39109/66.
(209/66) Inquiry for plastic product. E.S.B. 38989/66.
(211/66) Inquiry for department store goods. E.S.B. 39830/66.
(211/66) Inquiry for furniture; garden decorative items; pre-fabricated houses. E.S.B. 39867/66.
(211/66) Inquiry for pumps. E.S.B. 39162/66.
(212/66) Inquiry for biscuits. E.S.B. 6580/66.
(212/66) Inquiry for connectors. E.S.B. 40214/66.
(213/66) Inquiry for luggage locks. E.S.B. 40235/66.

Czechoslovakia
(210/66) Foreign Trade Organizations. C.R.E. 13580/G.

Denmark
(208/66) Inquiry for generator plate; winders. E.S.B. 39129/66.

Ecuador
(212/66) Inquiry for food and drink processing machinery herb products; liquor concentrates. E.S.B. 39503/66.

Finland
(209/66) Agency inquiry for accounting machines; office machinery; printing machines. E.S.B. 39317/66.
(209/66) Agency inquiry for oil cloth. E.S.B. 39342/66.
(212/66) Agency inquiry for cable. E.S.B. 39890/66.

France
(209/66) Agency inquiry for building trade articles; electrical equipment; floor covering. E.S.B. 39356/66.
(209/66) Agency inquiry for conveying equipment. E.S.B. 39001/66.
(211/66) Agency inquiry for fork lift trucks; hardware; nuts and bolts; pulleys; sluice-gates. E.S.B. 39773/66.

Germany, Federal Republic of
(211/66) Agency inquiry for worsted piece goods. E.S.B. 39380/66.
(212/66) Agency inquiry for boilers; radiators. E.S.B. 37870/66.
(210/66) Import opportunity – meat. C.R.E. 66/65.

Greece
(210/66) Agency inquiry for furnishing fabrics; textiles. E.S.B. 39805/66.
(211/66) Agency inquiry for chemicals; clothing; dyestuffs; pharmaceuticals; plastics industry; raw materials. E.S.B. 39705/66.

Iceland/Poland
(211/66) Trade and financial arrangements. C.R.E. 11493/G.

India
(209/66) Inquiry for foundry plant and machinery; laboratory equipment. E.S.B. 31943/66.

Iran
(211/66) Agency inquiry for aluminium sulphate; electricity meters. E.S.B. 39848/66.
(211/66) Agency inquiry for wallpaper. E.S.B. 39826/66.
(209/66) Inquiry for curtain rail clips; screws. E.S.B. 34744/66.
(211/66) Manufacture under licence – liquorice juice block. E S B. 39765/66.
(214/66) Agency inquiry for stationery; typewriter spares and accessories; wallpaper. E.S.B. 40182/66.

Irish Republic
(212/66) Wholesale Tax; Postal Importations. C.R.E. 1507/66.

Israel
(212/66) Agency inquiry for containers; hydraulic equipment manufacturing components. E.S.B. 39834/66.
(212/66) Agency inquiry for generators. E.S.B. 39960/66.

Italy
(209/66) Agency inquiry for knitwear. E.S.B. 38340/66.
(213/66) Agency inquiry for foodstuffs. E.S.B. 40401/66.
(213/66) Agency inquiry for paint. E.S.B. 39966/66.
(209/66) Inquiry for upholstery materials. E.S.B. 39321/66.

Jordan
(212/66) Agency inquiry for chemicals; paper and board; seeds; textiles; tin bars. E.S.B. 39919/66.
(212/66) Agency inquiry for food concentrates; milk; seeds; tin. E.S.B. 39567/66.
(208/66) Inquiry in respect of construction projects. E.S.B. 36642/66.

Kenya
(212/66) Agency inquiry for bedspreads; builders hardware and supplies; carpets; fibreboard; knitwear; piecegoods; polystyrene manufacturing machinery; suitcases; toy tool sets; wire. E.S.B. 20779/66.
(212/66) Agency inquiry for clothing; footwear – further information. E.S.B. 35199/66.

Kuwait
(210/66) Inquiry for cables. E.S.B. 39378/66.

Malaysia
(212/66) Inquiry for wood wool slab producing machinery. E.S.B. 34447/66.

Mexico
(211/66) Inquiry for underwater diving equipment. E.S.B. 38208/66.

Morocco/East Germany
(208/66) Trade Agreement. C.R.E. 8616/G.

Mozambique
(212/66) Agency inquiry for pharmaceuticals. E.S.B. 39541/66.

Netherlands
(212/66) Manufacture under licence – hydraulic systems; sheet metal products. E.S.B. 39907/66.

New Zealand
(208/66) Manufacture under licence – marine electronic and communications equipment. E.S.B. 18013/65.
(208/66) Manufacture under licence – stamped metal products. E.S.B. 39054/66.

Nicaragua
(211/66) Inquiry for cylinders. E.S.B. 39776/66.

Nigeria
(209/66) Inquiry for domestic utensils; foodstuffs; piece-goods; stationery; motor tyres. E.S.B. 38493/66.

North America
(211/66) Department store buyers visits. E.S.B. 2519/66.

Pakistan
(211/66) Inquiry in respect of airport construction. E.S.B. 39534/66.

Puerto Rico
(210/66) Agency inquiry for leather gift goods; perfumery. E.S.B. 38712/66.

Mr. Roy Taylor, managing director of Vidor Ltd., at a Press conference in London on October 24 announced details of the sale of a complete battery factory to Bulgaria. The company feel the deal, initially worth £340,000, could become twice as much in five years. Also in the picture are: Dennis Upton (left), director of Vidor and general manager of the overseas division and Eric Summer (centre), chairman of the Royston Industries Group, Vidor's parent organization.

Saudi Arabia
(209/66) Inquiry for canned foods. E.S.B. 39309/66.

Singapore
(209/66) Inquiry for rubber and plastics workshop and laboratory equipment. E.S.B. 36516/66.

South Africa
(213/66) Agency inquiry for bathing caps; nylon fabrics. E.S.B. 40212/66.

Spain
(211/66) Agency inquiry for machine tools. E.S.B. 38165/66.
(209/66) Inquiry for bridge construction materials. E.S.B. 18255/66.

Sweden
(211/66) Agency inquiry for brake linings; expander bushes. E.S.B. 38487/66.
(210/66) Inquiry for shoes. E.S.B. 39388/66.
(211/66) Inquiry for piece-goods. E.S.B. 39955/66.

Switzerland
(213/66) Agency inquiry for de-barking machines; power tools. E.S.B. 40186/66.
(213/66) Agency inquiry for sewage treatment plant. E.S.B. 40187/66.
(213/66) Agency inquiry for toys. E.S.B. 40221/66.
(210/66) Inquiry for canned music. E.S.B. 39726/66.
(212/66) Inquiry for fuses. E.S.B. 40143/66.

Trinidad and Tobago
(208/66) Inquiry for insecticide manufacturing plant. E.S.B. 37304/66.

Turkey
(208/66) Inquiry in respect of steel pole manufacturing machinery and plant; concrete poles. E.S.B. 30859/66.

Uganda
(210/66) Inquiry for transistor radio kits. E.S.B. 39140/66.

United States of America
(208/66) Stationery. E.S.B. 39515/66.
(208/66) Inquiry for vacuum flasks. E.S.B. 39154/66.
(210/66) Inquiry for life belts. E.S.B. 39133/66.
(211/66) Inquiry for confectionery. E.S.B. 39764/66.

Various Countries
(211/66) Visits by British Overseas Commercial Representatives. E.S.B. 6865/66.
(213/66) NATO Infrastructure Contracts. G.D. 1367/65.

Vietnam
(210/66) Inquiry for pharmaceutical manufacturing and conditioning machinery; telephone system. E.S.B. 34434/66.

† **For further details on the 'Export Service Bulletin' see page 1152.**

Export Orders

Firms are invited to send in brief details of recent export orders or contracts for mention on this page.

Exporting foreign languages

Export Translators Ltd., London, have received an order worth £3,000 from an American company. They have been asked to translate into five foreign languages, Swedish, French, German, Italian, Dutch, and to produce technical manuals in these languages. This is their first venture into the American market. They have, however, been working for some time for companies on the Continent carrying out translations of technical material in English.

Big Cairo order

A £100,000 order for six cylinder diesel engines and spares has been received by the Perkins Engines Group from the United Arab Republic. The engines will be shipped to Cairo in October and are to be used for converting Russian and other petrol-engined trucks. The order is the first phase of what is expected to be a £200,000 shipment of engines and spares to the United Arab Republic. It has been negotiated through the Peterborough-based group of companies' new distributors in the Republic, the Engineering General Company of Cairo.

Control equipment for Poland

Davy and United Instruments Limited, of Sheffield, England (a member of the Davy-Ashmore Group), are currently supplying a complete 'Gaugemeter' automatic gauge control system for a five-stand cold rolling mill at the Lenin Iron Works, the largest and most up-to-date iron and steelworks in Poland. The order, which is valued at approximately £60,000, is the first for automatic gauge control to be received by Davy-United from Eastern Europe. The equipment being supplied includes Davy-United loadcells for the measurement of rolling load, tensionmeters to measure the strip tension between mill stands, an X-ray gauge to monitor the finished strip thickness, and a suite of cabinets containing the necessary electronic amplifiers, computing circuits and power supplies.

British export initiative

British Twin Disc Ltd., Strood, Kent, learned on August 30 that a prominent Canadian manufacturing company was unable to meet the production demands for its special-purpose logging equipment because of a hold-up in supplies of vehicle axles. They immediately cabled to Canada the specification details of their own types of heavy-duty axles and on Sunday, September 4, Mr. R. Hill, managing director, flew to Canada with detailed drawings and prices. He returned to the United Kingdom on September 8 with a firm order for sample axles which had to be delivered to Canada on September 18. These samples left England on time and production of a further 100 pairs of these axles is already in hand by the company with the co-operation of sub-contractors Hobourn Aero Components, Rochester and Charles Roberts & Co., Yorkshire, who fabricated parts for which no castings were available.

This is a major breakthrough into a highly competitive and United States-dominated market and at a price that is, according to the Canadian company, directly comparable with its original United States supplier.

£213,000 in two weeks

Barry-Wehmiller Machinery Co. Ltd., Bolton – a company jointly owned by Stone-Platt Industries Ltd. – has gained a contract valued at £143,000 for bottle washing, pasteurizing, inspecting and other ancillary equipment from Kenya Breweries Ltd., Ruaraka, Kenya, a brewing company associated with Ind Coope Co. Ltd., England. This order brings the total sales by Barry-Wehmiller Machinery Co. Ltd., into Kenya in recent weeks to £213,000. The machinery will be made at Dobson & Barlow Ltd., Bolton who are members of the £26-million Stone-Platt Industries Group. The new line will operate at some 400 bottles per minute and will be in operation by early 1967.

'Thanks to Government services'

'It is only through full use of the services provided by the Board of Trade, Scottish Council (Development and Industry) and the Chambers of Commerce that a small-to-medium sized firm like ours can sell successfully overseas in a highly competitive technical market.' This was stated at a press conference by Mr. A. McNeill Weir, a director of J. O. Buchanan and Co. Ltd. of Renfrew, Scotland, when announcing a £65,000 order from Canada. The firm are to supply two mobile transformer oil refiner units to the British Columbia Hydro Power Authority. The units are claimed to be the most modern of their type in the world – they can extract from electrical transformer oil all moisture down to under five parts per million.

Small company's success

Proof that even small companies can be successful exporters had been given by Optec Reactors Ltd.

Recently, the company received an order from United Arab Airlines, for a specially designed optical viewing unit which will reduce the cost and make easy the inspection of inaccessible parts of jet engines. In the same week equipment for use by the General Electric Company was despatched to Cincinnati, United States, for use on jet engines. The company is currently negotiating for other overseas contracts worth several tens of thousands of pounds.

Now on a six country tour in Europe to discuss with agents how best to take advantage of the abolition of tariffs within EFTA at the end of this year are Mr. R. D. C. Scarlett, sales director, and Mr. A. S. Oakley, export sales manager, of the Dundee Linoleum Co. Ltd. They will visit Norway, Sweden, Finland, Denmark, Austria and Switzerland, returning on November 10. Over the past five years the company has greatly increased its exports, over half of which now go to Europe.

Japanese order burners

Landon Kingsway Ltd., Egham, Surrey, members of the Simms Group of Companies, have received an order from a large Japanese boiler manufacturer for 180 sets of Kingsway silent automatic wallflame burner equipment. The order, which was placed by the company's agents, Messrs. Mitsui & Co., Tokyo, is the third from Japan this year and follows substantial orders for this equipment from Finland, Jordan and Italy.

Remploy contributes to Britain's exports

Orders for 1,000 mattresses – 500 for Liberia alone – and a major installation of library shelving for the Haile Selassie I University of Addis Ababa are amongst export orders recently received by Remploy Limited – the Government sponsored organization for employing the disabled.

The 500 mattresses for Liberia represent the largest single export order that Remploy has received for bedding. They are 3 ft., interior sprung, and were introduced by the company especially for overseas demand. The remaining 500, of varying sizes and grades, will shortly be shipped to countries as far apart as New Guinea and Cyprus.

Remploy hold the sole manufacturing and marketing rights for Lundia industrial and library shelving in Britain. The installation for the university library in Addis Ababa consists of 38 double sided and five single sided units, and is being produced at the company's Kidbrooke factory for shipment to Djibouti in October.

Ilford win £1 million contract

A contract expected to be worth at least £1 million has been won by Ilford Ltd. for the supply of magnetic sound recording film to the United States. The six-year contract, which has just been signed by The Todd-AO Corporation and Ilford Inc., Ilford Ltd.'s United States subsidiary, is expected to lead to orders for some 200 million feet of Ilford 35 mm fully-coated magnetic recording film, valued at more than £1 million. In addition, The Todd-AO Corporation will act as the exclusive distributor of 11 other Ilford magnetic products to the professional entertainment industries in the United States and Puerto Rico.

Rectifier substation for Portugal

GEC's Plant Co-ordination Division is supplying the complete electrical equipment for a traction substation which forms part of an important extension to the Lisbon Metro underground railway system. The GEC contract covers a.c. switchgear, transformers, control gear and rectifiers which will be installed at Anjos to provide the 750 volt d.c. supply to the new section of track. When the Lisbon Metro was first commissioned in 1958, GEC supplied the complete substation equipment.

British landing aids for Rumania

A contract has been awarded to Standard Telephones and Cables Ltd. to supply an instrument landing system for the new Bucharest (Otopen) international airport. The contract, worth approximately £60,000, was won in the face of strong competition and followed close technical comparisons by the customer's specialists. The landing system to be installed at Bucharest is similar to four STC installations at London (Heathrow) Airport.

Export Tours

Businessmen going overseas are reminded that the services of British commercial officers in posts throughout the world are freely available to them. A list of addresses is published on pages i-viii of October 7 issue of the Board of Trade Journal. *Businessmen wishing to avail themselves of this assistance should consult in advance either the regional offices of Board of Trade (see page viii of October 7 issue) or the Export Services Branch, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757).*

Scope for British instruments in the United States

MR. F. WALKER, chairman and managing director of Walker Crosweller & Co. Ltd., Cheltenham, who has just been elected chairman of the British Valve Manufacturers' Association, visited the Instrument Society of America Conference and Exhibition in New York from October 24-27, where the agents of the group's instrument manufacturing subsidiary, Arkon Instruments Ltd., exhibited. Before leaving, Mr. Walker said: 'The Americans have recently become aware of the danger of industrial and sewage effluent pollution and it is upon this we pin our hopes of breaking into this valuable market with our effluent measuring equipment.'

Increased carpet exports

MR. E. B. DAWSON, export sales manager of Carpet Trades Ltd., has returned from an extensive tour of Canada and the United States where he anticipates that business should increase over the next few years. Mr. P. M. Palethorpe, assistant export sales manager, has also returned from a tour of Scandinavia. He reports that the joint John Crossley-Carpet Trades Exhibition held in Helsinki during September created great interest and is likely to result in an increased share of this market. Mr. Palethorpe also visited Carpet Trades' agents and customers in Sweden, Denmark and Norway.

Mr. R. Pittman of the London Export Team, has recently returned from France where he represented Carpet Trades Limited at the Meuropam Exhibition in Lyons, together with Carpet Trades' French distributors, C. N. A. Tapis of Paris. He reported enthusiasm for the Fontainebleau range, which was specially designed for the European market.

Sales promotion in South Africa

MR. A. P. BRIGISH, of British Physical Laboratories Ltd., Radlett, recently returned from a five-week sales promotion visit to South Africa, where he attended the Elektra Exhibition in Johannesburg, at which a range of BPL electronic test equipment was demonstrated. Mr. Brigish also visited leading companies in the Johannesburg, Durban and Cape Town areas and various departments of the South African Government. Substantial inquiries and orders have been received and South Africa looks like being amongst the three most important markets for BPL exports during 1966.

African sales tour

MR. F. W. KNIGHT, sales director, and Mr. T. P. Gregory, general manager of the agricultural division of Taskers of Andover (1932) Ltd., commercial trailer manufacturers, flew on October 29 to Tripoli, on the start of an extensive sales tour of Libya, Zambia, Kenya and Ethiopia.

Taskers claim that their exports are 25 per cent above the national average for the trailer industry and in Libya and Zambia total £463,000 for oilfield trailers, draw trailers and fuel tankers. Mr. Knight will be visiting existing agents and seeking new ones for the distribution of Taskers' products.

Marketing researcher in United States

MR. AUBREY WILSON, managing director of Industrial Market Research Ltd., is spending four weeks in the United States and Central America visiting associate offices in the area. During his tour he will be visiting the Stanford Research Institute which his company represents in the United Kingdom to discuss the new European programme of the Institute's long range planning service.

Boosting grass cutter sales

MR. B. S. EDMUNDSON, sales director of Hayters Ltd., Bishop's Stortford, visited the United States and Canada for a two-week fact-finding tour to establish market potential for Hayter grass cutting machines recently. He also visited the New York Hardware Trade Fair. Off on a sales tour of Malaya, Hong Kong, Japan and Thailand is Hayters' senior representative Mr. E. H. Saunders. He leaves at the beginning of November to visit Hayter selling agents and dealers to promote sales, advise on sales methods and check after-sales service facilities. Mr. Saunders is to attend the Asian Trade Fair in Bangkok where Hayters will be displaying a full range of grass cutting machinery. The sales tour is expected to last a month.

Chairman leads export drive

MR. A. E. STEVENS, chairman of Amplivox Ltd., left London on October 12, accompanied by Mr. Peter Stevens, sales director, bound for Chicago where they will launch in the American market the latest hearing aid designed and produced by their company. Called 'Magic Sound' it is claimed to be an entirely new concept in hearing aid design although housed in a familiar shape. Export salesmen from the company have already tested the reaction of buyers in Europe, the Middle East, Far East and Australia and at the Scientific Instrument Manufacturers' Association exhibition in Tientsin, China.

To show furniture in New York

MR. J. W. NOEL JORDAN, managing director of Race Furniture Ltd., left for New York in the 'Queen Mary' on October 13 for a three-week visit to the United States and Canada, during which he was to meet and speak to American architects and designers at a reception in New York on October 27, at which examples of every item available in the United States will be featured in an exhibition. During his visit to Canada, Mr. Jordan will visit the site of Expo '67 in Montreal, for which his company are providing auditorium seating for the British Pavilion designed by Sir Basil Spence.

European tours get results

HAWTHORN BAKER LTD., Dunstable, manufacturers of specialist printing equipment, have lifted their export sales to Western Europe by 600 per cent over the past three years – figures for Germany are more than nine times as high as in 1963, largely due to the operations of a subsidiary formed there. Frequent and intensive sales tours have played a major role in securing this increase, says the company, and its export sales representative, Mr. A. G. Du Bois, has a tour programme between October 17 and early December which covers Belgium, Holland, Italy, Norway, Sweden, Denmark and Finland.

Pirelli men go to Europe and N. America

PIRELLI footwear export representative, Mr. W. J. Temple, left for a three-week sales boost trip to Scandinavia and Belgium on October 16. He is showing the 1967 Pirelli export footwear range to distributors and their customers in Finland, Denmark, Norway, Sweden and Belgium. Mr. Temple will also attend a footwear exhibition in Copenhagen.

The company's special overseas representative, Mr. T. K. J. Harfield, left London for New York on October 17 to spend about five weeks visiting resilient webbing distributors and their customers in the United States and Canada. The United States and Canada are Pirelli's largest export customers for resilient webbing, a flat rubber-sandwiched textile spring used extensively by the furniture industries of the two countries.

Trip to Middle East by car

MR. K. LANDERS BOON, general sales manager of Thermionic Products (Electronics) Limited, and Mr. Pat Greenwood of Modern Aerials Limited, an associate company, both of Hythe, Southampton, set out on October 21 on a motor sales tour of the Middle East. Among the products they will be taking with them are magnetic recording equipment for communications monitoring, a small airborne recorder used as a 'pilot's note book', data recorders, and a range of portable aerial masts. The trip will not only offer the opportunity of showing new models, but will serve to consolidate the entry already made in the Middle East and the Levant and produce further orders. While in Beirut they will make a short flight to Cairo to visit the Egyptian Government.

Two-month trip

MR. R. L. C. TODD, area marketing manager for Atlas Lighting Ltd. (International Division) left London on October 25 for a tour of the Middle and Far East. He will call at Colombo, Singapore, Hong Kong, Bangkok, Iran, Iraq, Kuwait, Bahrain, Doha, Beirut, Cyprus and Athens, returning to London on December 15. Mr. Todd will call on Dr. Lim Swee Aun, Minister of Commerce for Malaysia, commercial officers at British embassies and the Atlas Lighting stand in the British Pavilion at the Asian Trade Fair, Bangkok.

Selling carpets

MR. J. H. LEMON, managing director of Kosset Carpets Ltd., left on October 26 for a two-month visit to boost Kosset sales in the Far East, Australia, New Zealand and Canada. Mr. Lemon, who has considerable experience of carpet trading conditions in Australia, will visit Singapore, Perth, Melbourne, Adelaide, Sydney, Brisbane, Auckland (New Zealand) and will return to the United Kingdom via Vancouver, Toronto and New York.

At the same time, Kosset's export sales manager, Marinus den Dekker, is making a sales visit to Kosset agents in Kenya, Uganda, Tanzania and South Africa. From East Africa he will join Mr. Lemon in Australia and New Zealand, and will return to England via Hong Kong and Tokyo.

Tariff, Customs and Import Regulations in overseas countries

REGISTERED TRADE MARK (RTM) GOODS IN OVERSEAS TARIFF LISTS

The Lists of Tariff, Customs and Import regulations changes in overseas countries published in this section of the Journal *sometimes contain words which are registered trade marks in the United Kingdom. So far as is practicable, all lists of goods are checked before publication from this point of view.*

Items which fall into this category will now be preceded by the letters 'r t m'. Readers of the Journal *should note that this prefix signifies that the words are registered as trade marks in the United Kingdom, but that in the present context they are assumed to refer generally to products of the description stated in brackets.*

While every attempt will be made to ensure that the scrutiny is complete, the lists may contain other words which are registered as trade marks in the United Kingdom or in other countries but which it has not been possible to identify.

EUROPEAN ECONOMIC COMMUNITY

Rules of competition

THE *Journal Officiel des Communautés Européennes* No. 170, dated September 29, 1966, contained a judgment of the Court of Justice dismissing an appeal made in July 1965 by the Government of the Italian Republic for the annulment of Regulation No. 19/65/CEE* and amendment of Regulation No. 17/62/CEE.*

Copies of an unofficial translation of this judgment may be obtained, if required, from the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1. (Tel. Abbey 7877, Ext. 2354).

THE *Journal Officiel des Communautés Européennes* No. 170, dated September 29, 1966, contains a judgment of the Court of Justice of the European Economic Community in respect of Case No. 56-65, the subject of which is an appeal addressed to the Court by the Paris Court of Appeal on July 7, 1965, published in the *Officiel Journal des Communautés Européennes* No. 208, dated December 10, 1965. The appeal related to the case of Société technique miniere versus the company Maschinenbau Ulm GmbH and the interpretation of Articles 85(1) and 85(2)† of the Treaty.

An unofficial translation of the questions contained in the application of the Paris Court of Appeal and of the replies contained in the judgment of the EEC Court of Justice is given below:

1. What interpretation should be given to Article 85(1) of the Treaty of Rome and to the Community Regulations adopted for its implementation in respect of a contract which, not having been the subject of any notification and conceding an 'exclusive right of sale':
   (a) does not prohibit the concessionaire from re-exporting the goods which he has obtained from the conceding party to all other markets of the European Economic Community;
   (b) does not contain an undertaking by the conceding party to prohibit his concessionaires in the other countries of the Common Market from selling his products in the territory of main responsibility of the concessionaire who is a party to the contract;
   (c) does not oppose the right of traders and users of the concessionaire's country of obtaining supplies through parallel imports from concessionaires or suppliers of the other countries of the Common Market;
   (d) makes subject to previous authorization from the conceding party the supply by the concessionaire of machines likely to compete with the equipment covered by the concession.
2. Whether the nullity as of right provided for in Article 85(2) of the Treaty of Rome affects the whole of the contract containing a clause prohibited by the first paragraph of the same article, or may it, if appropriate, be restricted to the prohibited clause alone?

In reply to the first question:

Agreements incorporating a clause 'granting an exclusive selling right' do not, of themselves, combine the elements that constitute incompatibility with the Common Market, provided for in Article 85(1) of the Treaty.

An agreement of this type, considered individually, may, however, owing to a given actual situation, or to special clauses, combine these elements, when the following conditions are fulfilled:

(1) An agreement incorporating a clause 'granting an exclusive selling right' must have been concluded between undertakings, whatever their respective position in the various stages of the economic process.

(2) To fall within the scope of Article 85 it must, on the basis of a combination of objective legal and factual elements, be likely to provide grounds for a reasonable expectation permitting it to be feared that it might have a possible effect, direct or indirect, actual or potential, on trading between Member States, liable to impede the achievement of a single market between the aforesaid States.

In this respect it is advisable in particular to examine whether the agreement is liable to partition off the market for certain commodities between Member States.

(3) It must either be designed to prevent, restrict or distort the play of competition, or have this effect.

If the exclusive trading agreement is considered in its object, this assessment must result from all or part of its clauses considered in themselves.

Where these conditions are not fulfilled, the agreement must then be considered in its effects and make it possible to verify either that it prevents, or that it restricts or distorts considerably the play of competition.

In this respect it is advisable to examine in particular the severity of the exclusive dealing clauses, the nature and quantity of the products covered by the agreement, the position of the conceding party and that of the concessionaire on the market of the products concerned, and the number of participants in the agreement, or, where appropriate, in other agreements forming part of the same network.

In reply to the second question:

The automatic nullity provided for in Article 85(2) refers to all contractual arrangements incompatible with Article 85(1).

The consequences of this nullity for all other elements of the agreement do not fall within the scope of Community law.

It rests with the Paris Court of Appeal to give a ruling on the costs of this action.

Rules of competition: Grundig-Consten agreement

THE *Board of Trade Journal*, dated October 9, 1964 (page 830) contained the text of a press release issued by the European Economic Community regarding the Commission's decision on the Grundig-Consten agreement. An unofficial translation of the full decision is available from the Export Services Branch, Board of Trade, 35 Old Bailey, London, E.C.4 (Tel. City 5757, Ext. 479) (see *Board of Trade Journal* dated November 20, 1964, page 1141).

The decision was challenged by the companies concerned who were supported by the Governments of the Italian Republic and the Federal Republic of Germany. The court delivered its judgment on the case on July 13, 1966, the relevant part of which was published in the *Journal Officiel des Communautés Européennes*, No. 170, dated September 29, 1966. An unofficial translation of this follows:

JUDGMENT OF THE COURT

In joint cases 56-64 and 58-64
(Procedural languages: German and French)

In joint cases 56-64 and 58-64: Etablissements Consten Sarl (56-64) (Counsel: Mr. J. Lassier) and Grundig-Verkaufs GmbH (58-64) (Counsel: Mr. H. Hellman and Mr. K. Pfeiffer), the appli-

*Published in the *Board of Trade Journals* dated April 16, 1965 and March 9, 1962.
†See *Board of Trade Journal* dated March 9, 1962, for text of Article 85.

cant parties, supported by the Government of the Italian Republic (agent: Mr. A. Maresca assisted by Mr. P. Peronaci), the intervening party in the two cases, and the Government of the Federal Republic of Germany (agents: Mr. U. Everling and Mr. H. Peters), the intervening party in case 58-64, versus EEC Commission (agents: Mr. G. Le Tallec (56-64) and Mr. J. Thiesing (58-64), the respondent, supported by the firm Willy Leissner, SA (Counsel: Mr. C. Lapp), and the firm UNEF, Sarl (Counsel: Mr. R. Collin and Mr. P. A. Franck), the intervening parties, the subject of which is the annulment of the decision of the Commission of September 23, 1964, relating to an action under Article 85 of the Treaty (IV/A00004-03344 'Grundig-Consten') the Court, consisting of Mr. Ch. L. Hammes, President; Mr. L. Delvaux and Mr. W. Strauss, Presidents of Sections; Mr. A. M. Donner, Mr. A. Trabucchi (rapporteur), Mr. R. Lecourt and Mr. R. Monaco, judges; advocate general: Mr. K. Roemer; registrar: Mr. A. Van Houtte, delivered a judgment on July 13, 1966, of which the operative part is as follows:

1. The decision of the EEC Commission of September 23, 1964, relating to an action taken under Article 85 of the Treaty (IV-A/00004-03344 'Grundig-Consten'), published in the Official Journal of the European Community of October 20, 1964, p. 2545/64), is quashed inasmuch as in Article 1 thereof it is stated that the whole of the agreement of April 1, 1957, constitutes an infringement of the provisions of Article 85, including elements in that agreement that do not constitute the aforesaid infringement;
2. Furthermore, appeals 56-64 and 58-64 are dismissed as groundless;
3. The applicant parties, the respondent and the intervening parties are ordered each to bear the costs stated to have been incurred by them.

SPAIN

Home tax compensation levy

IN THE *State Gazette* of October 17, the Spanish authorities announced the extension of the Home Tax Compensation Levy suspension on lead ore (26.01E) and lead metal and its products (Chapter 78) until December 7.

A consignment of Norgren compressed air equipment for the company's new agents in Spain, Enerfluid S.A. of Barcelona. Mr. H. Sandbrook, export supervisor, and Mr. A. J. Daubney, packing and despatch foreman, are seen carrying out a final check before despatch.

FRANCE

Import regulations for live horses

THE FRENCH *Journal Officiel* of October 20, 1966, announces that as from November 1, 1966, a new type of sanitary certificate will be required for the importation of live animals of the equine species.

The certificate is for animals imported for breeding purposes and animals for slaughter, and the information required to be shown includes a description of the animals, means of transport and a stamped veterinary endorsement.

The dispositions of the notice to importers of live horses published in the *Journal Officiel* of August 9, 1966, details of which were published in the *Board of Trade Journal* of August 26, 1966, are cancelled.

The full French text of this notice with a copy of the certificate may be seen at the Export Services Branch, Board of Trade, Room E13, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 479/480).

LIBYA

Price control

THE BRITISH EMBASSY in Libya have reported that three decrees issued by the Libyan Ministry of Economy have placed fodder, agricultural and industrial machinery, spare parts, fertilizers and insecticides on the list of goods subject to price control.

Inquiries about this notice should be addressed to the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1. (Telephone Abbey 7877, Ext. 2357).

GHANA

Notice to customers of the former Ghana National Construction Corporation

IN A NOTICE published in the Ghana Commercial and Industrial Bulletin dated October 14, Joseph Kobina Dadson, Administrator, announced for the information of the general public and to customers of the former Ghana National Construction Corporation (now known as the State Construction Corporation) that with immediate effect and not later than November 30, 1966, all claims subsisting against and arising out of any financial transactions with the Ghana National Construction Corporation as at September 30, 1966, shall be notified to him at the following address:

c/o State Enterprises Audit Corporation, Cocoa House (Room 112), Liberation Avenue, PO Box M198, Accra, Ghana.

Similarly, all payments intended for the GNCC and arising out of transactions prior to and including September 30, 1966, shall be delivered at or posted to the above address.

All persons lodging claims and effecting payments are advised to attach detailed statements in support thereof.

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SIERRA LEONE

General Import Licence No. 1 of 1967

UNDER THE above notice published in the *Sierra Leone Gazette* of October 13, as Government Notice No. 920, all goods of United Kingdom origin may be imported into Sierra Leone from the United Kingdom with the exception of the list of items given below for which specific import licences are required:

Schedule

Customs Classification	Items
001–100	Cattle.
011–000	Meat, fresh, chilled or frozen, including chicken, turkey and fresh pork.
025–100	Fresh eggs in the shell.
042–000	Rice: whether in the husk or not.
044–000	Maize (corn), unmilled.
046–010	Flour of wheat or meslin.
051–800	Fresh fruits, oranges, grapefruits, tangerine, lemon and lime.
054–400	Tomatoes, fresh.
054–890	Other vegetables, cabbage, lettuce, radish, carrot, parsnip, runner beans, or green beans, cucumber, garden eggs, vegetable marrow, sweet pepper, white turnip.
054–510	Onions and garlic, fresh.
062–010	Sugar confectionery, not containing cocoa.
071–100	Coffee, green or roasted, and coffee substitutes containing coffee.
075–000	Spices, whether ground or not.
121–000	Tobacco, unmanufactured (including scrap tobacco stems).
221–030	Palm kernel.
221–090	Other oil seeds, oil nuts and oil kernel.
292–500	Seeds, fruits and spores for planting.
421–400	Groundnut oil.
422–200	Palm oil.
512–030	Alcohol (ethyl alcohol), denatured other than methylated spirits.
541–300	Penicillin, streptomycin, tyrocidine and other antibiotics.
541–400	Opium, alkaloids, cocaine, caffein, quinine and other vegetable alkaloids, their salts and derivatives.
541–600	Bacterial products, sera, vaccines, glands and their extracts, glycosides and derivatives.
541–990	Other pharmaceutical products.
571–130	Gunpowder.
571–140	Blasting explosives other than gunpowder.
541–190	Propellent powders and prepared explosives, n.e.s.
571–200	Fuses, primers and detonators.
571–400	Hunting and sporting ammunition.
652–010	Cotton fents.
652–020	Pile and chenille fabrics of cotton (other than fents and terry fabrics).
652–030	American grey cloth of cotton (other than fents) commonly known as tent cloth.
652–040	Cotton woven fabrics (other than fents) grey or unbleached, n.e.s.
652–050	Cotton woven fabrics (other than fents) white bleached.
652–060	Cotton woven fabrics (other than fents) printed.
652–070	Cotton woven fabrics (other than fents) piece dyed.
652–080	Cotton woven fabrics (other than fents) colour woven.
661–200	Cement.
681–100	Silver, unworked or partly worked.
682–280	Tubes, pipes and fittings of copper.
694–121	Nails.
831–000	Suitcases (excluding leather).
851–100	Footwear with soles and/or uppers of plastic.
894–319	Other non-military firearms.
897–100	Jewellery of gold, silver and platinum group metals and goldsmiths' or silversmiths' wares including set gems (except watch cases).
899–410	Umbrellas and sunshades (including walking stick umbrellas, umbrella tents).
951–020	Artillery weapons, machine guns and military arms, n.e.s.
951–050	Revolvers and pistols.
951–060	Projectiles and ammunition, n.e.s. (bomb, grenades, torpedoes, guided missiles and similar ammunition of war).
894–311	Shot guns, pistols and revolvers for firing blank ammunition.

Applications for import licences, 1967

Government Notice No. 919 invites applications from importers for goods for which specific import licences are required. In the case of goods which originate in the United Kingdom those for which specific import licences are required are printed in the Schedule to the General Import Licence No. 1 of 1967 above.

It is requested that applications should be submitted as soon as possible.

Full details of the provisions of this notice may be obtained from the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 472).

Notes:

(a) Imports covered by this licence are subject to the conditions that the importer produces at the time of import a Certificate of Origin in respect of the goods in the form required for entry of goods under the Customs Tariff Act or such other form as the Comptroller of Customs may from time to time approve.

(b) Importers are reminded that the issue of an Open General Licence does not relieve traders from complying with other regulations to which certain goods are subject. In their own interest traders should make inquiries from the Ministry of Trade and Industry about such regulations before arranging importation.

GAMBIA

Customs tariff amendment

GENERAL NOTICE No. 187/66 Corrigendum, Tariff Amendment No. 4 published in the *Gambia Gazette* dated September 23, 1966, amends the First Schedule to the Gambia Customs Tariff as follows:

Tariff No.	Tariff Description	Rate of Duty	
		Preferential	General
60·04	Undergarments, knitted or crocheted, not elastic or rubberised		
	A. Singlets	Each Each £0.1s.0d. or 32%	Each £0.1s.0d. or 35%

INDIA

Changes in export duties

A NOTICE was published in the *Board of Trade Journal* of July 8, 1966 (page 123) about changes in Indian export duties. The Indian Government has now announced certain reductions in export duty on raw cotton. These came into effect on October 14, 1966 and are as follows:

Description	New rate of duty
1. Raw cotton of the variety known as Bengal Deshi	Rs. 700 per metric tonne
2. Linters	25 per cent *ad valorem*
3. Assam/Comila cotton, yellow pickings and Zoda cotton, pickings and sweepings of no practical use in the country	Rs. 550 per metric tonne

Any inquiries relating to this notice should be addressed to the Commercial Relations and Exports Department, Board of Trade, Room 337, 1 Victoria Street, London, S.W.1 (Tel. Abbey 7877, Ext. 2277).

AUSTRALIA

Tariff changes

CHANGES HAVE been made in the Australian Customs Tariff affecting the rates of duty payable on industrial chemicals and synthetic resins.

Full details of these changes will be published in the *Board of Trade Journal* as soon as possible. In the meantime details of the tariff changes may be obtained from Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. City 5757, Ext. 468), as soon as these are received.

UNITED STATES

Ceramic floor and wall tile

IN RESPONSE to a Resolution by the Committee on Ways and Means, United States House of Representatives, the Tariff Commission has instituted an investigation under Section 332(g) of the Tariff Act of the conditions of competition in the United States between ceramic floor and wall tile (glazed and unglazed and including trim) produced in the United States and in foreign countries. The Commission is to report the results of its investigation to the Committee at the earliest practicable date.

The Commission will hold public hearings in connection with the investigation and will give public notice thereof at least 30 days in advance of the opening date.

Inquiries about this notice should be addressed to the Commercial Relations and Exports Department (United States Branch), Board of Trade, 1 Victoria Street, London, S.W.1. (Tel. Abbey 7877, Ext. 2397).

Olives: notice of investigation

IN RESPONSE to a Senate Resolution the Tariff Commission has instituted an investigation, under Section 332 of the Tariff Act with respect to the importation of olives into the United States, including (but not limited to) the conditions of competition in the United States between olives bottled or canned in the United States (whether or not grown in the United States) in containers suitable for retail sale, and olives bottled or canned outside the United States and imported into the United States in containers suitable for retail sale.

The Commission is to report the results of its investigation to the Senate on or before March 31, 1967.

The Commission will consider all written submissions received from interested parties by December 15, 1966. Submissions should be addressed to: The Secretary, United States Tariff Commission, 8th and E Streets, N.W., Washington, D.C. 20436.

Any inquiries about this notice should be addressed to: The Commercial Relations and Exports Department (United States Branch), Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. Abbey 7877, Ext. 2397).

CANADA

'Made in Canada' ruling

THE FOLLOWING ruling has been made in Canada for Canadian customs purposes:

Of 'a class or kind not made in Canada':

Wood working chain mortisers.

(Ruling effective October 26, 1966.)

The above information is contained in Canadian Department of National Revenue Memorandum No. D51-6-1, dated October 26, 1966.

URUGUAY

Import restrictions

HM EMBASSY at Montevideo report that by a decree of October 26, 1966, temporary import restrictions have been lifted on all goods carrying a surcharge of up to and including 90 per cent (see the *Board of Trade Journal* of September 2, 1966, page 609).

COLOMBIA

Modifications to customs tariff

IT HAS been reported by HM Embassy at Bogota that the Board of Foreign Trade has introduced a Resolution No. 23 of September 2, 1966, which transfers to the prohibited import list paper and board falling within the following tariff headings only if the goods are intended for purposes other than the printing of books and reviews:

Tariff Heading	Description
48.01	Paper and paperboard (including cellulose wadding), machine-made, in rolls and sheets:
B	Printing, writing and drawing paper:
III	Paper to be used for printing books and reviews with watermarks consisting of continuous parallel lines or stripes spaced at 4 cm. (a tolerance of half a centimetre is allowed).
48.07	Paper and paperboard, impregnated, coated, surface-coloured, surface-decorated or printed (other than those falling within tariff heading 48.06 and Chapter 49), in rolls or sheets:
A	Coated or enamelled paper and paperboard:
I	With watermarks consisting of continuous parallel lines or stripes spaced at 4 cm. (a tolerance of half a centimetre is allowed).

COLOMBIA, *continued*

Import regulations

IT HAS been reported by HM Embassy at Bogota that, on September 22, 1966, the Colombian Government issued Decree No. 2427 which modifies the text and duties of the following tariff headings:

Article 1

Tariff Heading	Description	Duty
28.17	Sodium hydroxide (caustic soda); potassium hydroxide (caustic potash); peroxides of sodium and potassium:	
A	Sodium hydroxide (caustic soda):	
I	For laboratory analysis: Packed in special containers of less than 5 kgs. with the corresponding specifications of purity and minimum content of 96%	25%
II	For other uses	40%
28.56	Carbides (for example, silicon carbide, boron carbide, metallic carbides):	
A	Calcium carbide	40%
29.02	Halogenated derivatives of hydrocarbons:	
B	Halogenated derivatives of unsaturated acyclic hydrocarbons:	
I	Vinyl chloride (monochloroethylene)	40%
30.03	Medicaments (including veterinary medicaments):	
B	Put up in measured doses or put up for retail sale:	
IV	Plasma:	
a	Human plasma	25%
b	Synthetic substitute of human plasma	25%
39.02	Polymerization and copolymerization products (for example, polyethylene, polytetrahaloethylenes, polyisobutylene, polystyrene, polyvinyl chloride, polyvinyl acetate, polyvinyl chloroacetate and other polyvinyl derivatives, polyacrylic and polymethacrylic derivatives, cumarone-indene resins):	
A	Pure, in liquid or paste form or in the form of granules, flakes, lumps, powders, blocks or similar bulk forms:	
III	Polyvinyl derivatives:	
a	Emulsion type polyvinyl chloride	40%
b	Other	40%
58.09	Tulle, tulle-bobinots and other net fabrics, figured; lace (hand or mechanical made) in the piece, in strips or in motifs:	
B	Lace:	
I	Of silk, or silk waste	100%
II	Of continuous synthetic or artificial silk	100%
III	Of wool or fine animal hair	100%
IV	Of cotton	100%
V	Of other textile materials	100%

Article 2. Products classified under tariff heading 29.02 BI shall pay an additional duty of 15 per cent up to December 31, 1966, of 10 per cent from January 1 to December 31, 1967, and of 5 per cent from January 1 to December 31, 1968.

Article 3. Products classified under tariff heading 39.02 AIIIb shall pay an additional duty of 25 per cent up to December 31, 1966, of 15 per cent from January 1 to December 31, 1967, and of 5 per cent from January 1 to December 31, 1968.

Article 4. Aircraft classified under tariff heading 88.02 BIIc shall pay a duty of 5 per cent when they are imported by duly constituted Air-Transport firms which have been authorized to operate public transport services by the Civil Aviation Authorities (Departmento Administrativo de Aeronautica Civil). This must be proven to the Customs authorities prior to clearance of the aircraft.

Registration in the National Aeronautical Register of aircraft imported under the provisions of this article must show that the craft is exclusively intended for public transport service. Modification of the registration can only be effected with the approval of the National Customs Policy Board and by prepayment of the difference in customs duties.

Article 5. This decree comes into force from its date of issue.

CHILE

Temporary import concessions

HM EMBASSY in Santiago has reported that by Decree No. 2073 of the Ministry of Finance, which was promulgated in the *Official Gazette* on October 8, 1966, the customs duties and other charges which are collected by the Customs Authorities (e.g. the *ad valorem* and the tax surcharge) on chassis for lorries for transporting milk from the producers to industrial milk plants, were reduced by 60 per cent. The plants must be those officially recognized by and registered with the Ministry of Economy and the importers members of the relative Milk Transporters Co-operative Society.

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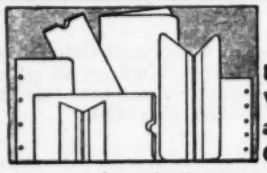

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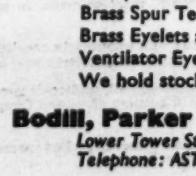

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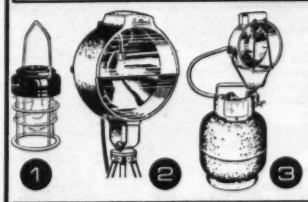

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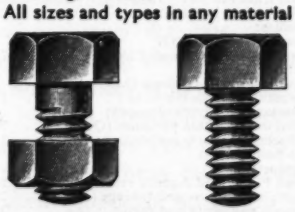

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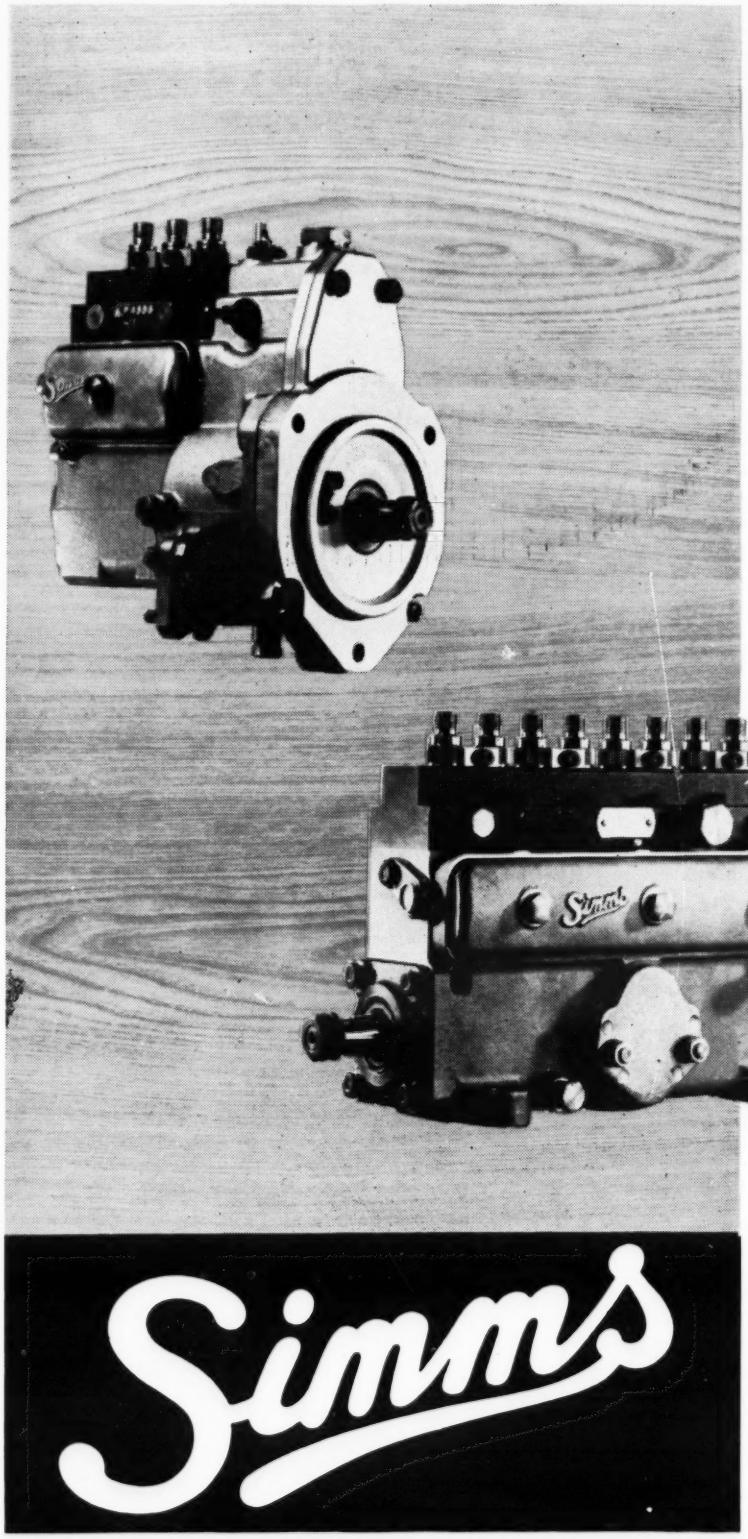

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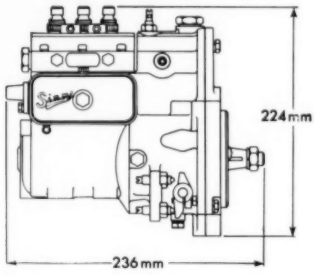

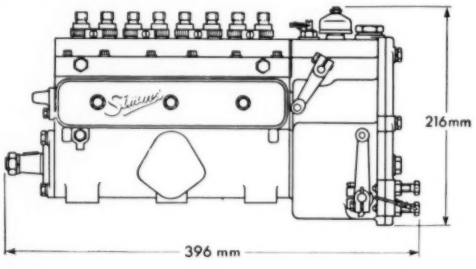

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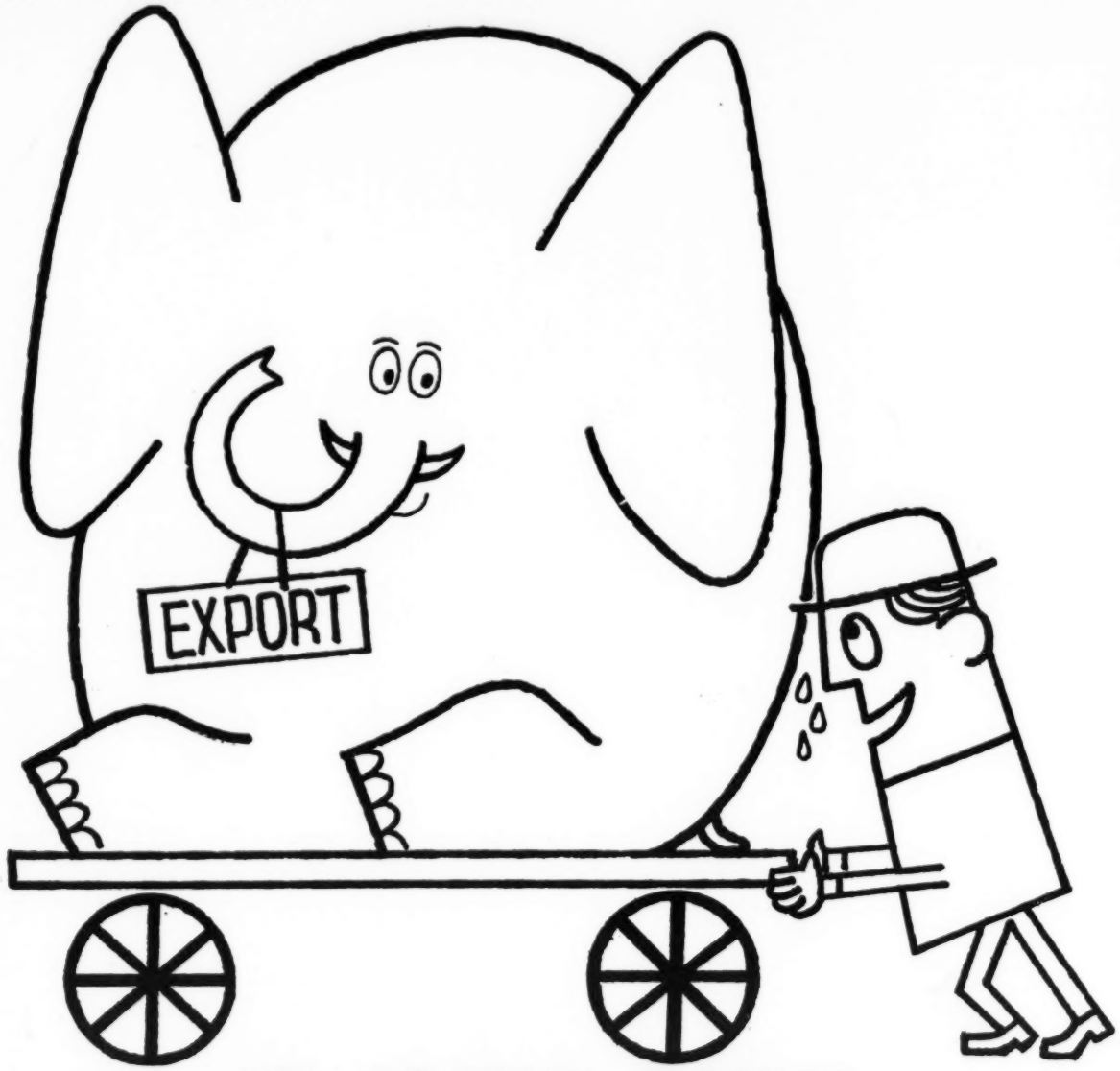

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